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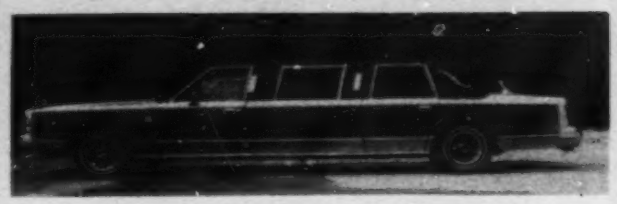

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NEW-CAR MARKET SHARES IN U.S.

	MAY					5 MONTHS				
	Regis., May, 1985	Percent Share of Market	Regis., May, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 5 Mos., 1985	Percent Share of Market	Regis., 5 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	142,109	15.58	146,079	16.49	−0.91	642,169	14.81	651,740	15.94	−1.13
Ford	122,346	13.42	108,160	12.21	+1.21	585,474	13.50	518,918	12.69	+0.81
Oldsmobile	96,881	10.62	99,575	11.24	−0.62	431,346	9.95	457,453	11.19	−1.24
Buick	78,249	8.58	85,105	9.60	−1.02	355,438	8.20	367,068	8.98	−0.78
Pontiac	72,681	7.97	64,345	7.26	+0.71	310,666	7.16	280,242	6.86	+0.30
Mercury	43,900	4.81	44,912	5.07	−0.26	219,554	5.07	206,329	5.05	+0.02
Dodge	37,951	4.16	33,528	3.78	+0.38	194,494	4.48	144,267	3.53	+0.95
Chrysler	32,524	3.57	26,903	3.04	+0.53	145,930	3.37	119,972	2.94	+0.43
Plymouth	27,740	3.04	25,579	2.89	+0.15	156,659	3.61	116,005	2.84	+0.77
Cadillac	25,220	2.77	26,120	2.95	−0.18	116,494	2.69	122,217	2.99	−0.30
Lincoln	11,020	1.21	11,971	1.35	−0.14	66,392	1.53	53,071	1.30	+0.23
AMC	10,264	1.13	14,871	1.68	−0.55	57,586	1.33	75,690	1.85	−0.52
GENERAL MOTORS	415,140	45.52	421,224	47.54	−2.02	1,856,113	42.81	1,873,720	45.96	−3.15
FORD MOTOR CO.	177,266	19.44	165,043	18.63	+0.81	871,420	20.10	778,318	19.04	+1.06
CHRYSLER CORP.	98,215	10.77	86,010	9.71	+1.06	497,083	11.46	380,244	9.31	+2.15
AMC	10,264	1.13	14,871	1.68	−0.55	57,586	1.33	75,690	1.85	−0.52
IMPORTS	211,025	23.14	198,796	22.44	+0.70	1,053,764	24.30	974,480	23.84	+0.46
MISC. DOMESTIC	22	0.00	30	0.00	−0.00	91	0.00	108	0.00	−0.00
TOTAL	911,932		885,974			4,336,057		4,087,560		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma for 1984 and Oklahoma for 1985 from manufacturers' sales records.

May total is highest in six years

Month's registrations up 3 pct.

By Jenny L. King
Detroit Reporter

New-car registrations continued their slow but steady climb in May, posting a 2.93-percent overall increase, a 2.00-percent domestic improvement and a 6.15-percent import gain.

Table on Page 32

The May registration total was only third best for this calendar year, down from both April and March. It was the best May in six years, though, with 911,932 new domestics and imports added to the rolls.

According to statistics from R. L. Polk & Co., there were 700,907 new domestic registrations in May, up 2.00 percent from 687,178 a year earlier.

May import registrations of 211,025 were up 6.15 percent from 198,796. Their share of the total market was up 0.70 percentage points, to 23.14 percent from 22.44 percent.

Record May registrations of 1,061,204 were reported in 1973. This year's total was the best since 1979 when 986,523 new domestics and imports were tabulated.

Chrysler Corp. and Ford Motor Co. joined the imports in increasing their shares of the May market. Chrysler was up 1.06 percentage points, to 10.77 percent from 9.71 percent last year. Ford's May share of the market advanced 0.81 percentage points, to 19.44 percent from 18.63 percent.

General Motors plunged 2.02 percentage points, to 45.52 percent from 47.54 percent, while American Motors shrank to 1.13 percent from 1.68 percent.

All three Chrysler makes—Dodge, Plymouth and Chrysler—were up, May to May. Ford's 1.21-percentage-point gain overcame losses in share for Lincoln and Mercury. Pontiac was the only GM make to improve its portion (up 0.71 percentage points); Buick dropped the most (down 1.02 percentage points).

The domestics-only May market included GM at 59.23 percent, Ford at 25.29 percent, Chrysler at 14.01 percent and AMC at 1.47 percent. Miscellaneous domestics, with 22, failed to earn even 0.01 percent of the market. A year earlier, there were 30.

Intermediate domestics represented the largest single piece of the total May market, with 29.22 percent. Imports were second with 23.14 percent, followed by compacts at 19.04 percent, subcompacts at 11.99 percent, standards at 9.26 percent and 7.35 percent.

The May, 1984, breakdown included intermediates at 27.68 percent, imports at 22.44 percent, compacts at 19.17 percent, subcompacts at 12.33 percent, standards at 10.42 percent and luxuries at 7.96 percent.

Excluding imports, this year's May market featured intermediates at 38.01 percent, compacts at 24.78 percent, subcompacts at 15.60 percent, standards at 12.05 percent and luxury models at 9.56 percent.

Registrations for the first five months of 1985 were up 6.08 percent over the same period a year earlier and were 27.90 percent ahead of January-May, 1983. The combined domestic-import total for 1985 was 4,336,057, compared with 4,087,560 in 1984 and 3,390,119 in 1983.

Year-to-date domestic registrations edged ahead 5.44 percent, to 3,282,293 from 3,113,080 in 1984. Two years ago, they totaled 2,431,488.

The five-month imports total was 1,053,764, up 8.14 percent from 974,480 a year earlier. Their share increased to 24.30 percent from 23.84 percent.

Chrysler increased its share of the year-to-date market 2.15 percentage points, climbing to 11.46 percent from 9.31 percent. Ford was up 1.06 percentage points, to 20.10 percent from 19.04 percent. GM skidded to 42.81 percent from 45.96 percent, and AMC was down to 1.33 percent from 1.85 percent.

Chrysler, Plymouth and Dodge were up through May as were Ford, Lincoln and Mercury. Pontiac was the only GM make to improve its lot, up 0.30 percentage points year to year.

Without imports, the five-month market was shared this way: GM at 56.55 percent, Ford at 26.55 percent, Chrysler at 15.14 percent and AMC at 1.76 percent. The preceding year GM had 60.35 percent, Ford had 25.00 percent, Chrysler had 12.22 percent and AMC had 2.43 percent.

Tester developed to gauge injuries in side impacts

DETROIT.—Development of a device that will simulate the injury effects on passengers in side-impact automobile collisions has been announced by the MVMA.

The unit, Component Test System (CTS), has been produced by MGA Corp., Akron, N.Y., to specifications prepared by MVMA's Engineering Research Committee.

It is a pneumatically powered steel ram that impacts a car door with the force equivalent to a human hitting the door at a speed of up to 25 MPH. The system includes a dual mass element to assess injury potential from internal organ damage and rib fractures.

"While companies will continue to crash entire cars to determine their safety performance in side collisions, the Component Test System will allow engineers to do a great deal more research in this area in less time and at less expense," said Thomas H. Hanna, MVMA president.

Details of CTS were presented at the 10th International Experimental Safety Vehicle Conference in Oxford, England, by MVMA's Ronald J. Wasko, manager of technical liaison for the Safety and International Department.

"The prototype device has been three years in the making," Wasko said. "It not only represents a new research method but in many ways is superior to the actual crashing of two cars." He said CTS can be computer-programmed for a multitude of tests.

"For example, CTS allows a change of occupant positions, adjustment for passenger weight and height and permits a choice of impact areas like the windshield pillar, the mid-car side pillar or the upper door area," Wasko said.

The instrument measures injury forces to the upper part of the human body. The entire CTS unit weighs about 80 pounds. The force of the ram on impact can be between 2,000 and 4,000 pounds depending on the size of the passenger and speed of impact.

Cooke's 25th

John R. Cooke, left, John Cooke Motors, Inc., Lexington, Ky., receives a Volkswagen 25-year-dealer plaque from Paul C. Moneypenny, manager, Columbus region, Volkswagen of America, Inc.

Seeks growth in its traditional non-auto fields

EDS wants to expand outside GM

By Marjorie Sorge and Michelle Krebs
Automotive News Staff

AUBURN HILLS, Mich.—Electronic Data Systems will reduce its dependence on General Motors' business by boosting the other sides of its business over the next four years.

Mort Meyerson, president of the GM subsidiary, said the auto maker now makes up two-thirds of EDS' business, but within four years will represent only half of EDS' business.

EDS will accomplish its goal by increasing the business EDS was in before being purchased by GM in October, 1984, he said.

More than 40 percent of EDS's $774 million in sales for fiscal 1984 was in Federal Government contracts, 30 percent in the financial and industrial sectors, 23 percent in the insurance business, 4 percent in health services and 2 percent in international work.

"We hope old EDS will grow so fast that GM becomes less and less an important part," Meyerson said, adding GM's business has tripled EDS's size.

EDS sales grew at a 25-percent annual rate for the eight years prior to the GM buyout, and EDS Chairman H. Ross Perot said it would be "inexcusable" for EDS not to maintain that dramatic growth level.

The two EDS executives spoke at the dedication of a new 75,000-square-foot information processing center in this Detroit suburb. The dedication was held on the 23rd anniversary of the founding of EDS.

The new facility houses 170 EDS and former GM employes who were transferred to EDS to handle the information processing and communicaton needs of GM's Truck and Bus Group. The center's future customers include the GMT-400 Project (the re-design of GM's full-size pickup trucks and related plant modernizations), the Chevrolet Customer Assurance System, Buick-Oldsmobile-Cadillac Group engineering and GM's professional workstation system.

Perot called the center and its staff the "brains and nervous system of GM," which allows the flow of information to the brains of humans at GM. He called it the largest, most modern data center in the world.

He said EDS will build three more such centers in the next year, giving the company a total of 13 centers of the same magnitude. The center computes more information than all of EDS' centers did in 1981, Perot said.

Ground was broken for the facility last November, and it is in full operation today. It can be doubled in size if needed, Perot said.

That will create more jobs in the area. EDS has no job classifications, no management-labor differential and no work rules. Its philosophy is being integrated into GM's Saturn project.

EDS is working closely with GM on that project and many others.

"The EDS/GM team is like the Dallas Cowboys in a good year," Perot said.

EDS's success has come from its people, he added, and GM's will do the same.

"The people at General Motors are a whole lot better than the cars, which means they have enormous potential to improve the cars," he said.

60-cent Ford dividend OK'd for third quarter

DEARBORN.—Ford Motor Co. declared a third-quarter dividend of 60 cents payable Sept. 3 to shareholders of record on Aug. 5.

The 60-cent dividend is the same amount paid in the previous quarter.

Japanese plan to make glass in Ohio for autos

TOKYO.—Asahi Glass Co., Ltd., said it has established two wholly owned subsidiaries in the Columbus (O.) area to manufacture glass for Japanese auto makers in the U.S.

Asahi said the new companies, AP Technoglass Corp. and Belle Tech Corp., will employ about 240 persons and produce enough glass for 200,000 cars annually. Production will be doubled later, the firm said.

The first Japanese glass maker to invest in the U.S., Asahi said investment totaled about $30.3 million and the two firms project sales of $26.3 million annually.

Asahi said the new companies are scheduled to start delivering glass products to Nissan and Honda in the spring of 1986. Asahi now is one of several glass suppliers to Nissan and Honda in Japan.

Asahi also said PPG Industries, Pittsburgh, will invest in AP Technoglass in the future.

VW dealers elect Atamian

BOSTON.—Members of the Volkswagen of America Boston Region Dealer Council have elected Chuck Atamian, Atamian Motors, Worcester, Mass., 1985 chairman.

Breaking ground for L-M deal

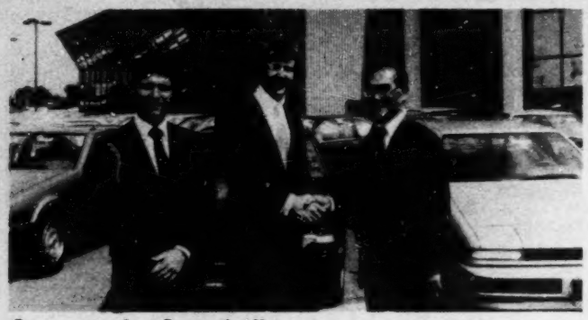
Attending groundbreaking ceremonies for Airway Lincoln-Mercury, Bolingbrook, Ill., are, from left: William Neil, Lincoln-Mercury's Chicago district manager; Mayor Bob Bailey; John Keporos, Airway president; Kenneth Coffey, L-M Central region representation development manager, and Airway's George Keporos.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
MAY, 1985 VERSUS MAY, 1984

	1985 Month	1985 Year	1984 Month	1984 Year
AMC Alliance FWD	5,630	30,918	7,930	38,702
Encore FWD	3,766	20,806	5,421	27,992
Eagle 4WD	199	1,356	370	1,809
Eagle 4WD SW	669	4,506	1,150	7,187
TOTAL AMC	10,264	57,586	14,871	75,690
Chrysler Laser FWD	4,945	25,201	4,780	21,184
LeBaron GTS FWD	6,857	19,912	0	0
LeBaron FWD	7,838	34,951	8,020	33,129
LeBaron SW FWD	621	3,077	881	4,139
E Class-NY FWD	4,686	23,873	7,039	33,565
NY Fifth Ave-Newport	7,777	38,916	6,203	27,955
Imperial	0	0	0	0
Total	33,524	145,930	26,903	119,972
Plymouth Horizon FWD	6,687	44,431	6,423	32,118
Turismo FWD	4,674	27,345	4,350	18,220
Reliant FWD	8,375	46,610	10,140	43,576
Reliant SW FWD	2,836	14,451	3,280	16,371
Caravelle FWD	3,266	15,767	0	0
Gran Fury	1,902	8,055	1,386	5,720
Total	27,740	156,659	25,579	116,005
Dodge Omni FWD	6,258	37,552	5,959	27,162
Charger FWD	5,275	29,679	4,741	20,609
Daytona FWD	4,654	23,114	3,963	18,011
Aries FWD	7,872	38,257	7,894	33,175
Aries SW FWD	2,257	11,237	2,885	13,586
Lancer FWD	4,401	14,333	0	0
600'84/400'83 FWD	4,884	24,639	5,812	23,866
Diplomat	3,140	15,583	2,274	8,058
Mirada	0	0	0	0
Total	37,951	194,494	33,528	144,267
TOTAL CHRYSLER CORP.	98,215	497,083	86,010	380,244
Ford Escort FWD	30,197	120,141	22,779	106,475
Escort SW FWD	7,578	30,487	7,151	34,637
EXP FWD	1,927	12,961	2,664	10,156
Tempo FWD	21,059	139,520	19,342	102,216
LTD	15,534	66,132	13,034	57,952
LTD SW	3,713	18,407	4,724	22,773
LTD Crn. Victoria	11,795	55,861	12,578	53,675
LTD Crn. Victoria SW	2,204	10,889	2,835	12,870
Mustang	13,530	66,589	10,819	53,431
Thunderbird	14,809	64,507	12,244	64,723
Total	122,346	585,474	108,160	518,918
Lincoln Town Car	8,911	44,832	7,348	29,818
Mark VII	1,289	8,642	2,022	14,144
Continental	1,720	12,918	2,601	9,109
Total	11,920	66,392	11,971	53,071
Mercury Lynx FWD	6,122	24,973	4,407	21,350
Lynx SW FWD	1,333	5,516	1,288	5,871
LN7 FWD	0	0	0	0
Capri	1,240	6,603	1,474	8,199
Zephyr	0	0	0	0
Topaz FWD	5,686	38,175	6,236	30,907
Marquis	7,240	38,209	8,022	30,409
Marquis SW	855	4,065	1,034	5,333
Grand Marquis	9,583	49,515	11,296	48,858
Grand Marquis SW	1,010	5,146	1,394	6,214
Cougar	10,830	49,352	9,781	46,218
Total	43,900	219,554	44,912	206,329
Lincoln-Mercury Division Total	54,920	285,946	56,883	259,400
TOTAL FORD MOTOR CO.	177,266	871,420	165,043	778,318
Buick Skylark FWD	8,390	44,131	9,662	41,802
Skyhawk FWD	7,955	35,990	11,501	41,019
Skyhawk SW FWD	552	2,866	1,012	4,051
Somerset Regal FWD	12,356	39,559	0	0
Century FWD	16,202	72,465	17,705	71,492
Century SW FWD	2,199	10,487	2,936	11,479
Regal	8,670	41,547	17,424	80,196
Regal SW	0	0	0	0
LeSabre	10,439	53,431	11,342	57,132
Electra	0	0	4,442	27,099
Electra FWD	6,192	28,556	3,327	5,259
Buick SW	1,306	5,986	1,308	5,857
Riviera FWD	3,988	20,420	4,446	21,892
Total	78,249	355,438	85,105	367,068
Cadillac DeVille	109	1,451	9,062	48,928
DeVille FWD	6,918	34,996	2,486	3,888
Cimarron	2,321	8,657	1,456	7,382
Fleetwood & Chassis	4,244	18,900	3,358	19,017
Fleetwood FWD	2,436	13,290	1,130	1,725
Eldorado FWD	6,188	26,442	5,603	27,095
Seville FWD	3,004	12,758	3,025	14,182
Total	25,220	116,494	26,120	122,217
Chevrolet Nova	17	45	0	0
Chevrolet Chevette	8,565	50,694	15,945	77,916
Camaro	17,771	82,537	18,796	79,222
Cavalier FWD	37,049	151,775	26,819	109,738
Cavalier SW FWD	8,534	34,468	8,270	35,554
Citation FWD	5,491	29,834	8,014	43,370
Malibu	0	0	0	0
Malibu SW	0	0	0	0
Celebrity FWD	22,672	99,634	20,995	95,841
Celebrity SW FWD	7,470	31,619	9,203	36,670
Monte Carlo	10,467	45,871	12,367	57,281
Impala	4,921	21,182	4,626	21,091
Caprice	11,047	56,195	13,056	59,745
Chevrolet SW	4,694	22,364	5,614	23,368
Corvette	3,411	15,951	2,374	11,935
Total	142,109	642,169	146,079	651,740
Oldsmobile Omega FWD	0	0	4,579	19,304
Firenza FWD	4,267	20,752	4,308	17,450
Firenza SW FWD	983	4,757	1,289	5,530
Calais FWD	15,785	50,241	0	0
Cutlass Ciera FWD	24,628	109,364	19,598	86,738
Cutlass Ciera SW FWD	3,915	16,955	4,685	16,628
Cutlass Supreme-Calais	18,186	85,996	32,126	150,284
Cutlass SW	0	0	0	0
Delta 88	15,192	76,187	21,191	93,942
98	0	0	2,410	33,251
98 FWD	8,929	43,609	3,334	5,279
Oldsmobile SW	2,203	9,021	2,691	12,845
Toronado FWD	2,793	14,464	3,364	16,202
Total	96,881	431,346	99,575	457,453
Pontiac 1000	1,655	8,918	2,330	11,093
Firebird	10,036	41,407	9,602	40,804
Sunbird FWD	12,170	46,953	11,066	42,983
Sunbird SW FWD	840	3,585	1,053	4,862
Grand Am FWD	10,704	43,802	0	0
Phoenix FWD	0	0	1,256	5,616
Bonneville	4,376	21,113	6,505	29,614
Bonneville SW	0	0	0	0
6000 FWD	12,080	51,454	9,553	41,947
6000 SW FWD	1,232	5,572	1,880	7,834
Grand Prix	4,534	22,455	7,263	31,623
Parisienne	3,778	19,279	3,255	14,764
Pontiac SW	1,248	5,751	1,504	6,271
Fiero	10,028	40,377	9,078	42,831
Total	72,681	310,666	64,345	280,242
TOTAL GM CORP.	415,140	1,856,113	421,224	1,878,720
Miscellaneous Domestic	22	91	30	108
Domestic Station Wagon Total	58,262	261,192	68,037	299,930
Domestic Grand Total	700,907	3,282,293	687,178	3,113,080
Import Total	211,025	1,053,764	198,796	974,480
Grand Total All Registrations	911,932	4,336,057	885,974	4,087,560

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

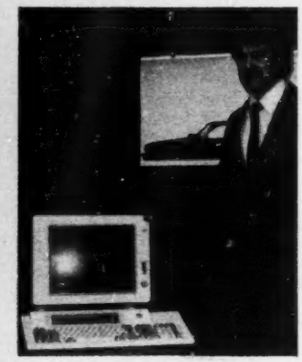


Congrats for Campbell

Tetsuo Arakawa, right, president of Nissan Motor Corp. in U.S.A., congratulates John Campbell, Campbell Nissan of Buena Park, Inc., Buena Park, Calif., and Al Parajeckas, dealership vice president, at the dealership's grand opening.

VWoA computer may have all dealers on-line by year-end

TROY, Mich.—Volkswagen of America is launching the DCS-XP (Dealer Computer System-Extended Processor) dealer management system, with the goal of having every dealership on-line by the end of the year, the company said.



Dealer-friendly

Gary Nixon, manager, marketing and administration for Volkswagen of America's Dealer Computer Services, introduces the DCS-XP (Dealer Computer System-Extended Processor) system. All VWoA dealerships are slated to be on-line by the end of 1985.

VWoA plans to have as many as 120 dealerships trained and on-line each month.

The new system "was designed with valuable input from our dealer body," said Frank Berger, director, Sales Systems and Dealer Services.

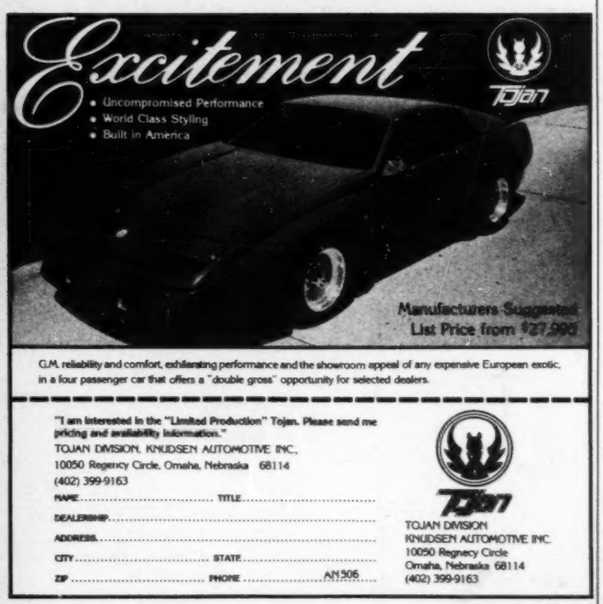
Input from dealers will continue to direct improvements made to the system, Berger said.

DCS-XP, which has been in active use at several pilot dealerships, has met with enthusiastic support, according to the company.

Among features of the new system are: Instant access to complete parts inventories; on-line vehicle sales reporting; complete automated accounting package; automatic follow-up on each vehicle's service needs, and on-line warranty input, the company said.

Berger cited Dealer Computer Services' expanded organization, upgraded data centers, a toll-free support center and a redesigned network for greater capacity and diagnostic capabilities as examples of readiness to service dealers' needs.

So far, the DCS-XP system has been sold to all of the dealers contacted, the company said.



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Truck deliveries highest of 1985

Canada car sales rise for 4th month in a row

By Jenny L. King
Detroit Reporter

New-car sales in Canada were up for the fourth consecutive month in June and reached the second highest total thus far in the calendar year.

June truck sales notched their greatest year-to-year sales gain, up 38.13 percent, and their best 1985 total: 36,100.

Sales of North American-built cars climbed 8.43 percent June to June, to 84,832 from 78,234. April's 94,959 total was best to date in 1985.

The car sales gain was due to the advances by Chrysler and Ford, since General Motors, American Motors and Volvo all were down.

Chrysler sales climbed 26.19 percent, to 19,436 from 15,402 last year. In addition, Chrysler dealers retailed 926 Mitsubishi-built imports and 101 Peugeots in June. Ford sales were up 25.20 percent, to 22,329 from 17,834.

GM reported a sales decline of 2.02 percent, dropping to 40,100 from 40,925 last year. American Motors was off 30.92 percent, to 2,232 from 3,231 (with 770 imported Renaults this year versus 1,437 in 1984). Volvo was down 12.71 percent, to 735 from 842.

GM's 2-percent sales drop cost it 5 percentage points in market share. GM finished the month with 47.27 percent of the total, down from 52.31 percent a year earlier. Ford was up to 26.32 percent from 22.79 percent. Chrysler earned 22.91 percent, up more than 3 percentage points from 19.69 percent.

AMC finished June with 2.63 percent, down from 4.13 percent, and Volvo slipped to 0.87 percent from 1.08 percent.

First-half new-car sales were up 7.95 percent, to 439,063 from 406,739. For the six months, GM sales reached 215,974, up 1.72 percent from 212,320. Ford was up 24.23 percent, to 106,755 from 85,932. Chrysler reported a total of 99,136, up 14.84 percent from 86,324.

AMC dropped 26.44 percent, to 12,966 from 17,627, and Volvo was off 6.70 percent, to 4,232 from 4,536.

Truck sales, January through June, were up 22.09 percent, to 170,253 from 139,448. Year-to-year sales were up each month in the first half, with increases ranging from 6.81 percent in March to the 38.13-percent jump in June.

For the six months, all the domestic truck makers reported gains, ranging from 12.26 percent at GM to 29.90 percent at Chrysler. Chrysler sales climbed to 36,702 from 28,254. GM was up to 68,508 from 61,025 in the first half of 1984.

Ford truck sales were up 29.85 percent, to 59,749 from 46,014, while AMC Jeep sales rose 27.41 percent, to 5,294 from 4,155.

Total June truck sales were up 38.13 percent, to 36,100 from 26,135 a year ago. Chrysler reported the largest year-to-year gain for the month as well as its fourth consecutive any-month record. Sales reached 8,187, up 67.94 percent from 4,875 a year earlier.

Ford truck sales in June were up 42.89 percent, to 12,013 from 8,407. GM was up 24.01 percent, to 14,980 from 12,080, and AMC Jeep sales were up 19.02 percent, to 920 from 773.

The truck market in June was divided in this manner: GM dropped to 41.49 percent from 46.22 percent a year earlier; Ford was up to 33.28 percent from 32.17 percent; Chrysler climbed to 22.68 percent from 18.65 percent, and AMC dipped to 2.55 percent from 2.96 percent.

25 for Fitzpatrick

Thomas H. Fitzpatrick, right, Fitzpatrick Chevrolet-Buick, Inc., Storm Lake, Ia., receives a 25-year-dealer award from Hampton S. Braun, assistant manager of Chevrolet's Omaha zone.

96-point checklist helps U.C. dealer guard quality

By Jenny L. King
Detroit Reporter

Bristol Auto Sales, Inc., sells quality in the form of late-model used vehicles, which number up to 85 cars and light trucks at any one time on the Utica (N.Y.) lot.

Bristol owner Raymond Romanus has his team of mechanics give each vehicle a 96-point check. He offers the customer a one-, two- or three-year warranty and provides loaners and free towing service when needed.

Romanus admits his products aren't cheap. "I'm not offering the lowest prices, just the best in used cars, he said.

"I have four mechanics and four lifts. The mechanics go over each vehicle we buy, to tighten it up. I wholesale any that aren't up to our standards.

"We get most of our cars from new-car dealerships, with a few through individuals," said Romanus, a 20-year sales veteran who uses newspaper ads to stimulate sales from his lot adjacent to a brand-new building. He and members of his family handle the retail end of the business.

Competition from sales between private individuals may be stiff, he said, but those buyers get none of the protection from the used-car lemon law that covers customers who buy from licensed dealers.

His mix, he said, ranges from luxury cars to compacts, with a smattering of pickups and vans. There are imports on the lot, but because they tend to be more specialized and more expensive to repair, he prefers domestics, Romanus said.

U.S. TRUCK REGISTRATIONS

FIVE MONTHS, 1985 VS. 1984★

Make	5 mos., 1985	Percent Share of '85 market	5 mos., 1984	Percent Share of '84 market	Pct. pt. Change, '85-'84
Ford	508,620	27.37	465,407	29.13	−1.76
Chevrolet	481,048	25.89	444,596	27.83	−1.94
Dodge	217,614	11.71	165,482	10.36	+1.35
GMC	133,406	7.18	118,981	7.45	−0.27
Jeep	64,126	3.45	55,210	3.46	−0.01
Plymouth	43,412	2.34	31,795	1.99	+0.35
International	28,731	1.55	22,690	1.42	+0.13
Mack	12,849	0.69	8,553	0.54	+0.15
Freightliner	7,588	0.40	6,149	0.38	+0.02
Peterbilt	5,197	0.28	4,921	0.31	−0.03
Kenworth	4,787	0.26	5,711	0.36	−0.10
White	3,638	0.20	2,970	0.19	−0.01
Mercedes	1,856	0.10	796	0.05	+0.05
Volvo	945	0.05	695	0.04	+0.01
Autocar	656	0.03	452	0.03	—
Western Star	484	0.02	213	0.01	+0.01
*Miscellaneous	343,354	18.48	262,784	16.45	+2.03
TOTALS	1,858,311	100.00	1,597,405	100.00	—

★—All truck registrations in Oklahoma, and in 1984, New York, compiled from manufacturers' sales records.
*—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U.S. HEAVY-DUTY REGISTRATIONS

FIVE MONTHS, 1985 VS. 1984★

Make	5 mos., 1985	Percent Share of '85 market	5 mos., 1984	Percent Share of '84 market	Pct. pt. Change '85-'84
Ford	19,272	21.34	14,081	19.45	+1.89
International	18,922	20.95	16,417	22.67	−1.72
GMC	11,600	12.84	9,492	13.11	−0.27
Mack	11,162	12.36	7,268	10.04	+2.32
Freightliner	7,588	8.40	6,149	8.49	−0.09
Peterbilt	5,197	5.75	4,921	6.80	−1.05
Kenworth	4,787	5.30	5,711	7.89	−2.59
Chevrolet	4,279	4.74	3,312	4.57	+0.17
White	3,638	4.03	2,970	4.10	−0.07
Volvo	945	1.05	695	0.96	+0.09
Mercedes-Benz	755	0.84	266	0.37	+0.47
Autocar	656	0.73	452	0.62	+0.11
Western Star	484	0.53	213	0.29	+0.24
Miscellaneous	1,035	1.14	463	0.64	+0.50
TOTALS	90,320	100.00	72,410	100.00	—

★—Group 7 and 8 trucks only.

Rassier takes helm at Ford Aerospace

DETROIT.—Donald B. Rassier has taken over as president of Ford Aerospace & Communications Corp., the $1.5-billion subsidiary of Ford Motor Co.

Prior to joining Ford Aerospace, Rassier was executive vice president of Fairchild Industries, Inc., and chief executive officer of its Aerospace Group.

Hansen takes the helm

Randy V. Hansen signs for Randy Hansen Chevrolet, Twin Falls, Id. He succeeds his father, Ace V. Hansen, who had been a Chevrolet dealer since 1958. Witnessing are the new dealer's wife and D.B. Domres, Chevrolet's Salt Lake City zone manager.

Telecar dealer system eliminates wholesaler/auctioneer

Network automates U.C. stocks

By Patricia A. Kelsey
Staff Correspondent

VENICE, Fla.—A computerized networking service that allows new-car dealers to communicate directly in the buying and selling of used cars, thus avoiding the middleman wholesaler/auctioneer, made its debut in Orlando this month.

The system, known as Telecar, was designed and developed by Telecar Data Systems, Inc., a newly formed Venice-based information management company, with support from Martin Marietta.

The Telecar system operates through the automation of new-car dealers' and rental firms' used-car inventories.

Martin Marietta Data Systems (MMDS) has designed the Telecar system to be compatible with computer hardware currently in dealerships. No additional equipment or extensive training sessions are required, Telecar said.

A user access code and a local phone number provided by Telecar through Martin Marietta are all that are needed for installation, according to Telecar.

The network will be expanded to Miami and other major Florida cities and launched nationally in late 1986, the company said.

By year end, Telecar plans to make access available to rental firms such as Hertz and Avis. Used-car dealers will not be approached at this time, however, because "a lot of used-cars dealers simply are not automated," said Loriann Tyler, marketing associate for Telecar.

The system will locate used cars for inventory and/or customers, market cars, manage and control inventory and improve the overall level of service to car buyers, Telecar said.

The new network concept will allow any Telecar dealer to search the inventories of other Telecar dealers for any number of desired units.

Access provides dealers with Telecar's 8-menu system, which includes such functions as sales analysis, inventory and inquiry reports. The latter cover information such as make, model, color and body features. Those details are matched with cars available at participating dealers.

However, the system does not allow viewing of a dealer's sensitive or proprietary data such as dealer's unit cost or source of purchase. As a primary security measure, each subscribing dealer receives an access code and a systems password.

In addition, two other passwords are made available to dealers for their own use in restricting access to confidential data within the dealership, Telecar said.

"When a dealer finds the used car he is looking for, he can then reach the dealer who has that car directly by phone, using the system's roster function to gain that information," Tyler said.

The cost of becoming a Telecar authorized dealer includes a one-time licensing fee of $2,500, a $275 monthly maintenance charge and usage fees that vary depending on the patterns of individual dealer usage.

Once the full network is in place, consumers will be able to check lists of authorized Telecar dealers in trade and consumer magazines, go to a dealer and find a used car that meets their exact specifications, Tyler said.

When the desired car is located, the dealer will make arrangements to buy it; then he will resell it to the customer, Tyler said.

The new network will also help financing companies sell their repossessions and company cars.

In addition, by centralizing a tracking system, the Telecar network will help law enforcement agencies combat auto theft, the company said.

If Congress passes the anti-odometer-fraud bill, which would require odometer readings to be printed on vehicle registrations and titles, the Telecar system would provide extensive cross-referencing capabilities, said Damon Lansaw, Telecar president.

factories list auction dates

Chrysler Corp.

July 23—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich., and NuCarPrep System, Santa Fe Springs, Calif.

July 24—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

July 25—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

July 26—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

July 30—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Golden Gate Auto Auction, Fremont, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

July 31—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O., and South Seattle Auto Auction, Kent, Wash.

American Motors

July 23—Arena Auto Auction, Chicago; High Point Auto Auction, High Point, N.C.; D-A Auto Auction, New Stanton, Pa.

July 24—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia.; Metro Milwaukee Auto Auction, Caledonia, Wis.

July 25—Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Todd Auto Auction, Telford, Pa.; Northway Exchange, Clifton Park, N.Y.

July 26—Floyd Hauhe Auto Auction, Bridgeton, Mo.

July 30—Aptco Auto Auction, Taylor, Mich.

July 31—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend.

Aug. 1—Fredericksburg Auto Auction, Fredericksburg, Md., and Atlanta Auto Auction, Red Oak, Ga.

Ford Motor Co.

July 24—Lakeland Auto Auction, Lakeland, Fla., and Brahser's Southern California Auto Auction, Fontana, Calif.

July 25—Aptco Auto Auction, Taylor, Mich.; 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N.J.

July 31—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

Aug. 1—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Big H Auto Auction, Houston, and Denver Auto Auction, Englewood, Colo.

General Motors

July 23—Southern Auto Auction, East Windsor, Conn.; South Seattle Auto Auction, Kent, Wash., and Clanton's Auto Auction, Darlington, S.C.

July 24—Omaha Auto Auction, Omaha, and Indianapolis Auto Auction, Indianapolis.

July 31—Brasher's Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction, Kansas City.

Aug. 1—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

Aug. 6—Dallas Auto Auction, Dallas.

Aug. 7—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

Aug. 8—Aptco Auto Auction, Detroit, and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Aug. 13—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Aug. 14—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

Aug. 15—Nashville Auto Auction, Nashville.

Aug. 20—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Aug. 21—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

auction directory

SOUTH CAROLINA

Rawls Auto Auction — Since 1938. Pickup, delivery unlimited. Recon facilities. Sale every Tues., 11 A.M. 803-657-5111 or 657-7244, Leesville, South Carolina.

TEXAS

Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

VIRGINIA

Since 1970
Jim Wheatley's
Harrisonburg Auto Auction
P.O. Box 1086
Harrisonburg, Va. 22801-1086
(703) 434-5994

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

Used Car Sales
Auction Averages

July to date	$4,891
Month ago	$5,281
Year ago	$5,580

Model Breakdown
Auction Averages

	JULY, TO DATE	JUNE, 1985	MAY, 1985
1985	$10,895	$11,181	$11,515
1984	$7,654	$8,061	$8,553
1983	$5,903	$6,306	$6,474
1982	$5,280	$5,544	$5,381
1981	$4,040	$4,536	$4,339
1980	$3,242	$3,528	$3,226
1979	$2,625	$2,953	$2,706
1978	$2,122	$2,114	$2,039
Overall Average	$4,891	$5,296	$5,293

Western Star introduces '86 conventionals at ITS

Continued from Page 18

added around the engine compartment for a quieter ride.

The company offers a deluxe 66-inch sleeper box, tall enough for a 6-foot-3 driver to stand up in. The standard 42-inch mattress sleeps two comfortably. All sleeper box sizes (36-inch, 42-inch, 60-inch and 66-inch) can be spec'd with engine start panels.

The new models improve fuel economy by reducing weight. They use aluminum castings and parts without compromising strength, the company said.

Engine compartment sizes were increased to accommodate diesels, including the new Caterpillar air-to-air engine.

The 1986 models have new lightweight, one-piece fiberglass hoods with torsion bar assists for easy, full 90-degree opening. Traditional tilt-out dash panels and a centralized electrical junction block in the cab kick panel provide easy accesss to wiring, plumbing and relays.

The new models retain the previous all-steel welded cab construction, custom-drilled frame rails, extra-strong tubular steel crossmembers and Ross 16,000-pound-capacity power steering gears as standard components.

Dashboards are made of steel. New heavy-duty tow hooks are connected to frame rails for extra strength and stability.

Western Star now offers a full-year, unlimited mileage warranty. The warranty covers severe service applications, such as logging, construction and mining.

It covers the air conditioner and heater; air intake and exhaust; air system; cab instruments, trim and accessories; cab structure including sheet metal; paint, and radiator and cooling system.

It also covers the battery box and tool box; fuel system including tanks, lines, filters and valves; electrical system and wiring; alternator and starter; springs, and steering system.

The company's extended 5-year, 500,000 mile pro-rated warranty covers rear axle housings, chassis mounting, brackets, crossmembers and frame rails, front axle I-beams and steering knuckles.

Since establishing independent U.S. operators March 2, 1983, the company has built a solid nationwide dealer network, more than doubled its parts distribution service and captured a fair share of the Class 8 heavy truck market, said President James V. Koziak.

Western Star was formerly affiliated with White Motor Co. (now Volvo/White). It has operated in Canada for 18 years and is owned by NOVA and Bow Valley Resource Services, Ltd., both of Calgary, Alta.

Working toward its goal of a 100-member U.S. dealer network, Western Star Trucks signed up 13 new dealers in the first half of 1985.

It expects to announce its 100th dealer later this year.

In an effort to speed parts service to dealers, it established a new parts distribution facility in Memphis and doubled the size of its parts warehouse in Clearfield, Utah.

Both facilities are equipped with high-bay racks and rail-controlled order pickers.

The Memphis facility will allow it to quick-ship parts to dealers anywhere in the U.S.

dealing with dealers

Chevy adds four dealers in Cincinnati zone

CINCINNATI.—Four new dealers have recently signed on in Chevrolet's Cincinnati zone.

They are: Edward N. Forman, Ed Foreman Chevrolet-Oldsmobile, Inc., Ottawa; Timothy L. White, White-Allen Chevrolet Co., Dayton; James J. Gusweiler, Jim Gusweiler Chevrolet, Inc., Washington Court House, and George F. Bush, Bush Chevrolet-Buick, Inc., Wilmington.

Cronic buys Pontiac deal

GRIFFIN, Ga.—June Cronic has purchased Hardin Pontiac, Inc., here and now will operate as Cronic Chevrolet-Pontiac, Inc.

Pollak Cadillac opens

ELMHURST, Ill.—Pollack Cadillac has opened here. Owners are Len Pollak and Dale Pollak.

Signing with Isuzu

DANBURY, Conn.—Charles Monaco has signed with Isuzu for Fair Isuzu.

Chevy's Omaha zone gains four dealers

OMAHA.—Four new dealers have recently signed on in Chevrolet's Omaha zone. All of the dealerships are located in Iowa.

They are: James E. Jobe, Jim Jobe Chevrolet-Buick-Pontiac, Inc., Mount Ayr; Carlos M. Beardmore, Mark Beardmore Chevrolet, Inc., Carroll; Keith E. Diekevers, D&H Motors, Inc., Sheldon, and Carl C. Wilson, Dal-Co Auto Center, Ltd., Perry.

Oldsmobile signs three dealers in Illinois

CHICAGO.—Oldsmobile recently signed three new dealers in Illinois.

They are: William V. Wiebking, Liberty Oldsmobile-Cadillac, Inc., Jacksonville; John J. Wright, J.J. Wright Oldsmobile, Inc., Lansing, and Zollie S. Frank, Z. Frank Oldsmobile, Inc., Des Plaines.

Signing with Subaru

CERRITOS, Calif.—Kent Browning has signed for Cerritos Subaru.

New with Chevrolet

ATLANTA.—Two new dealers have recently signed on in Chevrolet's Atlanta zone. They are David D. Kirk, Sexton Chevrolet-Oldsmobile, Inc., Crossville, Tenn., and Edward E. Kirby, Edd Kirby Chevrolet, Dalton, Ga.

Isuzu signing

VALLEY STREAM, N.Y.—Rick DeMarco has signed with Isuzu for Valley Stream Isuzu.

New Olds dealer

FORT PIERCE, Fla.—Tom Perona has signed with Oldsmobile for Ken Perona Oldsmobile, Inc.

New Pontiac point

COLBY, Kans.—Patrick McLaughlin, McLaughlin Motors, Inc., has signed with Pontiac.

Second-generation dealer

QUINCY, Fla.—Bruce H. Thomas has signed with Pontiac for Thomas Motor Cars. The new dealer's father, Howard E. Thomas, was the former dealer.

Chevy's Detroit zone gets three new dealers

DETROIT.—Three new dealers have recently joined Chevrolet's Detroit zone.

They are: P.J. Kool, Kool Chevrolet, Sturgis, Mich.; Walter Norris, Holiday Chevrolet, Farmington, Mich., and J.W. Lazar, Walt Lazar Chevrolet, Inc., Taylor, Mich.

New Pontiac dealers

ST. LOUIS.—Two new dealers recently have joined Pontiac's St. Louis zone. They are Roger Sparks, Sparks Buick-Pontiac-GMC, Potosi, Mo., and Richard Blumenstock, Blumenstock Motor Sales, Inc., Cairo, Ill.

New with Chevrolet

SALT LAKE CITY.—Two new dealers have recently joined Chevrolet's Salt Lake City zone. They are Lama O. Means, Pioneer Chevrolet-Oldsmobile-Pontiac, Inc., Polson, Mont., and Robert L. Faw, Bob Faw Chevrolet-Oldsmobile, Inc., Big Timber, Mont.

Jimmy Bryan Toyota sold

CLEARWATER, Fla.—Toyota of Clearwater has purchased the former Jimmy Bryan Toyota dealership here and plans to build a new facility in 1986.

Wiese purchases Dodge and Nissan deals

SOUTH BEND.—The Gurley-Leep Dodge and Nissan dealerships have been sold to Norman E. Wiese, of Indianapolis. Gurley-Leep will continue to operate its Buick and Mercedes-Benz dealerships in Mishawaka, where it moved from downtown South Bend late last year.

Wiese plans to move the Dodge dealership to a new site; the Nissan store will remain at the present site. Wiese operates dealerships in Indiana, Florida and Illinois.

Olds deal for Spyies

PORT RICHEY, Fla.—Harry Spyies has signed with Oldsmobile for Golden Oldsmobile, Inc.

New spot for Toyota deal

MODESTO, Calif.—Lynn Stinson and Bill Heath, of Modesto Toyota, have broken ground for a new dealership which will feature 20 service stalls and a 15-car showroom on a four-acre site.

Shockley Honda moves

FREDERICK, Md.—Shockley Honda has moved to a new location here. This is the dealership's ninth year of operation.

Car Store breaks ground for new dealership

LEBANON, N.H.—The Car Store has broken ground for a new dealership here.

Plans are to move its Dodge and Mazda franchises to the new 12,000-square-foot building. The Subaru franchise will expand at the current dealership in Norwich, Vt. Charles Ffolliott is president.

Baxter named president

MADISON, Wis.—Patrick J. Baxter has been named president and general manager of Kayser Ford, Inc. He has also acquired an ownership interest in the business.

Tasha Corp. acquires C-P-VW dealership

FREMONT, Calif.—Tasha Corp. has acquired assets of the Chrysler-Plymouth-Volkswagen dealership formerly owned by Leon Mezzetti. The new dealership is called Auto West Chrysler-Plymouth-Volkswagen.

Tasha Corp. owns and operates Hayward Dodge, Dodge Country, Riverside Dodge, BMW Auto West, Honda City, Mobility Industries, Cherry Creek Dodge and Colorado Chrysler-Plymouth.

Brewster Motors sold to Johnson and Bleyer

HERRIN, Ill.—Bobby Johnson and Frank Bleyer have taken over Brewster Motors, Inc. The business was formerly owned by Clyde Brewster and is now known as Williamson County Ford-Lincoln-Mercury, Inc.

Johnson serves as vice president and general manager and Bleyer is president.

Miss Texas snips the ribbon

Laura Herring, Miss Texas USA, cuts the ribbon at the Dallas Auto Show. Also participating in the ceremony are, front row, from left: Sam Pack, board chairman of the New Car Dealers Assn. of Metropolitan Dallas and president of Lee Jarmon Ford; Lyle Ozmun, chairman of the 1986 auto show committee and president of Ozmun-Herring Volkswagen-Subaru, and Lee Maas, chairman of the auto show committee and president of Classic BMW-Ferrari, Inc. In back, from left, are: Kim Rose, president of the dealer group; Galen Poss, show manager, and Ralph Gaden, 1984 auto show committee chairman and president of Metroplex Mitsubishi.

Fisher deal moves

ST. LOUIS.—Terry Fisher Buick-Pontiac-GMC-Mazda in nearby St. Charles, Mo., is moving west to St. Peters, Mo., where ground has been broken on a 15-acre site.

Louisiana Chevy dealers

NEW ORLEANS.—Two new Louisiana dealers have recently signed on in Chevrolet's New Orleans zone. They are Geroge D. Clark, Clark Chevrolet-Olds, Inc., Bastrop, and Rodney D. Hendrick, Hendrick Chevrolet, New Roads.

Three Saab deals open

ORANGE, Conn.—Saab-Scania of America, Inc., has announced the opening of three new Saab dealerships. They are: Treadwell Saab, Mobile, Ala.; Pacific Valley Motor Co., Inc., Stockton, Calif., and L.T. Boswell, Inc., San Benito, Tex.

Carson Subaru completed

CARSON CITY, Nev.—Construction has been completed for Carson Subaru here. General manager is Mike Fowler.

Honda point opens

CHARLOTTE, N.C.—LaPointe Honda has opened in a 30,000-square-foot facility here. Dealer is Frank J. LaPointe.

Steffen, Johns sign

MENOMONEE FALLS, Wis.—Walter N. Steffen and Daniel W. Johns have signed for Martz Chevrolet, Inc., here.

Adding Pontiac

FARMINGTON, N.M.—James M. Copeland and Charlie Craven have added Pontiac to their dealership which is now known as Copeland/Craven Pontiac-Oldsmobile-Nissan.

Dealership relocates

SHAWNEE, Okla.—Shawnee Lincoln-Mercury-AMC-Jeep-Renault has moved. Marion Davidson, president, also owns Enid Lincoln-Mercury, Enid, Okla., and has an interest in Zoller-Davidson Ford-Lincoln-Mercury, Weatherford, Okla.

New in North Carolina

SMITHFIELD, N.C.—Deacon Jones Buick-Pontiac, Inc., has opened here.

Where auto market was, First Half, 1985

	Total Sales	Pct. of Total
SUBCOMPACT	789,681	14.02
COMPACT	1,026,206	18.22
INTERMEDIATE	1,535,769	27.27
STANDARD	535,845	9.51
LUXURY	427,166	7.59
IMPORTS	1,316,959	23.39
TOTAL	5,631,626	100.00

Truck registrations set record through May

Continued from Page 18

over the lead from International Harvester which had held it since February, 1983. Ford registrations through May, 1985, tallied 19,272, compared with 18,922 for International.

Ford, in fact, gained 1.89 percentage points in heavy-duty market share this year while International lost 1.72 percentage points.

The light, Class 1-3 segment tallied 1,743,085 units through May, up 15.7 percent from last year's 1,506,474.

Class 1 registrations numbered 1,202,149, up 40.9 percent from the year-earlier 852,997. Registrations in the lightest class accounted for 64.7 percent of the industry total. Of Class 1 registrations, 334,962 units, representing 27.9 percent, were imports. The imported Class 1 trucks accounted for 18.0 percent of the entire truck industry.

Class 2 registrations were off 17.4 percent, down to 526,229 from 637,116 through May a year-earlier.

Class 3 registrations through May numbered 14,707, down 10.1 percent from 16,361 last year.

Class 4 registrations were up 57.8 percent with 385 through May, up from 244 a year earlier.

The medium-duty Class 4-6 segment scored a 34.5 percent increase in registrations through May, 1985, with a total of 24,906, up from 18,521 in the 1984 five-month period.

Class 5 registrations were up 218.6 percent with a total of 2,740, compared with 860 in 1984.

Class 6 registration were up 25.6 percent. They numbered 21,781 tallies, compared with 17,417 last year.

The heavy-duty Class 7-8 segment notched a 24.7 percent increase through May with 90,320 registrations, up from 72,410 in the year-earlier five-month period.

Class 7 registrations were up 36.6 percent and numbered 32,442 through May, 1985, up from 24,472 last year.

Class 8 registrations totaled 57,878, up 20.7 percent over the year-earlier 47,938.

Nissan recalls 66,400 Maxima and 'Z' models

WASHINGTON.—In the matter of emission controls, it is now quite common for auto manufacturers to specify a change of the oxygen sensor at 30,000-mile intervals. Nissan Motor Corp. in U.S.A., however, requires only that the sensor in its Z and Maxima models be checked and replaced if necessary.

Apparently that is not good enough for the EPA, which has asked the company to recall 66,400 of its non-California 1981 280-ZX and Maxima models with gasoline engines, recheck the oxygen sensors and replace them if necessary. Nissan is recalling the cars.

According to a spokesman for the agency's enforcement division, the criteria Nissan uses to assess the condition of the oxygen sensor is not stringent enough, leading to the use of sensors that cannot keep the cars from failing EPA standards for hydrocarbon and carbon monoxide emissions.

Under the terms of the recall agreement, Nissan will tighten its standards in rechecking those 1981 models that have already gone beyond its normal 30,000-mile sensor check as well as those that have not reached that level. Only owners of vehicles having more than 30,000 miles will be asked to bring them back to dealers.

Will project fall short of expectations?

Publicity barrage may hurt Saturn

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touch in the car.

Some of the confusion has come from GM. It doesn't appear that GM is absolutely sure what kind of car Saturn will be. Some say GM announced the project prematurely to assure the American public that it was not abandoning small car development in the U.S.

With all the talk of futuristic manufacturing techniques, GM has left the public with the impression that the Saturn car will be a high-tech automobile.

All that is known about the Saturn car at this point is that it will be modularly constructed. It will have electronic power steering, remote electronics and the radio will be on the steering pod. It will be front-wheel drive and will get 45 MPG in city driving and 60 MPG on the highway.

GM insiders say it will be the first time this amount of electronics, which will be commonplace in the upper-end of the market, will be available on lower-priced cars.

The Saturn car has been billed as a low-priced, fuel-efficient import fighter. If the Saturn automobile rolled out on the streets today, it would be priced just above GM's lowest-priced model, the Suzuki-built Sprint priced at $5,151. The Saturn price is expected to be about $6,500.

Nevertheless, observers note, high-tech items are expensive and calling the Saturn car high-tech and low-priced is inconsistent unless GM expects to lose money on Saturn.

"It could be another ho-hum car that's not making money," said one analyst, who said GM would have a better shot if Saturn were a competitor in the BMW 3 Series class of cars.

But GM Chairman Roger B. Smith made clear at the press conference announcing Saturn Corp. that the car would be competitively priced but still would show a profit.

The entire profit-making scenario and high-tech additions to the car hinge on the Saturn project's ability to cut out the $2,400-per-car cost advantage the Japanese currently enjoy. That would be done through what have been termed revolutionary manufacturing processes.

However, observers say the Saturn manufacturing process will not be all that revolutionary by the time the car goes into production. Instead it will be a step in the the evolutionary process taking place on the factory floor.

Saturn is only one more step in updating GM's manufacturing operations. It is the 12th or 13th step in a long series of planned modernizations scheduled over the next few years. GM, as it has done with all of its new plants, will take the best of all its plants up to that point and combine them in Saturn.

Officials of other auto companies say they see nothing new in Saturn. They say they have already done the things they have heard about Saturn.

The only two revolutionary items seem to be the Saturn/UAW labor agreement and the separate dealer franchise required to sell the car.

The announcement that dealers would have to apply for a separate franchise to sell Saturn cars initially infuriated Chevrolet dealers, who had expected the Saturn model in their lineup and who want a low-priced, small car to replace the Chevette.

While still unsettled, the preliminary information about the labor agreement shows it to be revolutionary, paving the way for cutting labor costs and creating equality among all Saturn workers.

About 6,000 jobs will be associated directly with Saturn, with another 15,000 or so indirectly linked.

The community chosen for the Saturn plant may be expecting jobs to be created for its residents. However, the proposed agreement stipulates that the majority of those initial 6,000 jobs will come from current GM operations.

The states not chosen for the project may see other businesses seeking the same kind of deal that was offered to Saturn. The states have set a precedent by offering GM the sun and the moon to build the complex in their state.

Nevertheless, some states have said that the effort to win the Saturn plant has been beneficial in attracting other businesses. It has resulted in the states taking stock of their high and low points in luring industry and has united the forces of business, state government and the public in a common cause.

For Ford Motor Co. and Chrysler Corp., all the focus on GM's Saturn car may not be all bad.

Both companies have offically said they have futuristic manufacturing projects similar to Saturn —the Ford Alpha and the Chrysler Liberty.

It may be that those cars will do better in the marketplace than Saturn since they have received less hype and have fewer expectations to meet.

However, the public, which can fool you, may associate those cars with Saturn and turn away from all three and into the waiting arms of the imports.

Fiat Uno to be powered by Fire 1000

The Fiat Uno will receive a new engine—the Fire 1000. Actual capacity of the new engine is 999 cc. It delivers 45 HP, the same power delivered by the old 903-cc engine.

NHTSA to reduce CAFE to 26 MPG for '86 cars

Continued from Page 1

no more than a 0.2 percent increase in gasoline use over the period, he said that GM "would have been forced to lay workers off without this reduction."

He added that because it makes no sense to lay people off, "GM will seek reductions in future year CAFEs as well."

Helen O. Petrauskus, Ford vice president for environmental and safety engineering, hailed the decision as a "victory for common sense and consumers who need and want to buy family sedans and station wagons."

She said Ford was committed to producing fuel-efficient vehicles. She noted that its largest car this year delivered better fuel economy than its smallest car did in 1975. In explaining the company's fuel-economy situation for 1985 and 1986, she said that Ford could not control the demands of the marketplace.

"We're pleased the agency will consider easing the standard for future years and hope that it will give prompt consideration to any requests it might receive, given the lead time requirements of our industry," she said.

At Chrysler, Chairman Lee Iacocca was less than overjoyed.

Chrysler has argued long and hard against easing the standard, saying it would be unfair to Chrysler in view of the billions it has spent to boost fuel economy and unfair to the country because it amounts to a virtual abandonment of the nation's energy program.

"The whole country was held hostage by OPEC in the 1970s. Now, were setting ourselves up to be hostage again in the 1990s," Iacocca said in decrying the rollback as nothing more than a handout to the rich.

"If you're going to have the privilege of driving big cars, you should pay for it," he said.

Meanwhile, the Department of Commerce estimated that 110,000 American jobs would be lost if the standard is not changed.

Bill seeks 25-pct. tariff on all Japanese imports

Continued from Page 3

gency and temporarily grant the President extraordinary powers to reduce the merchandise trade and current account deficits.

The President would also be charged with initiating action under the General Agreement on Tariffs and Trade (GATT) or "other appropriate international bodies" to obtain redress against the "unfair policies" of major trading partners to the U.S.

If those actions fail to reduce the U.S. trade deficit, the bill would mandate a "standby" duty of 25 percent on major trading countries that maintain "inequitable surplus in their trade with the U.S. or with the world as a whole."

The duty would not be assessed until October, 1986, and would be levied only against nations which maintain "unfair" trade barriers.

Nations which qualify for the duty may escape it one year later if they reduce the size of their trade surplus or eliminate their unfair barriers. Nations that maintain unfair trade barriers or excessive trade surpluses after one year of the 25-percent tariff would have to reduce their trade surplus by an additional 10 percent in each subsequent year of excessive trade surplus.The emergency measure would be in effect for five years after passage.

The bill requires that duties collected under the emergency measure be used to reduce the federal budget deficit, which lawmakers believe is a primary cause of U.S. non-competitiveness internationally and at home against foreign goods.

The Treasury Secretary would also be required to draw up a plan to bring the value of the dollar more in line with foreign currencies. The Trade Representative's office would also be strengthened under the proposal, making that office the "final decision-making authority" under various U.S. trade laws.

Inventory of import cars climbs to 28-month peak

Continued from Page 1

both from a month earlier (296,915) and from a year earlier (216,815). The July 1 days-supply figure of 31 also is up from a month ago (29 days) and a year ago (25 days), but is below the May 1, 1985, figure of 34 days.

Not surprisingly, it is the Japanese makes, with their relaxed quotas, that are adding the most to import inventories lately. The inventory of Japanese cars increased nearly 11,000 units during June, to reach its highest level since July 1, 1983.

The stockpile of German makes increased by nearly 4,000—and at about half the percentage-rate increase of the Japanese. The stockpile of other European makes decreased during June.

The July 1 stockpile was shared this way: Japan, 54.96 percent; Germany, 33.11 percent, and other countries, 11.93 percent.

One month earlier, the split was Japan, 53.80 percent; Germany, 33.33 percent, and other countries, 12.87 percent.

The big decreases in the days-supply figures for Dodge and Plymouth Colt can be attributed to giant leaps in their daily selling rates. Sales of the other Chrysler Corp. captive imports stayed on an even keel, but because their volumes are so low, even a miniscule sales-rate decline increases their days-supply levels.

The Merkur's bloated inventory can be attributed to increased shipments: Sales were actually up a hair from May levels. Merkur is a new German model sold by Lincoln-Mercury dealers.

The stockpile of import trucks—including domestic Nissans—rose to a five-month high. The unit count on July 1 was 94,705, good for 36 selling days. One month earlier the count was 92,815, a 31-day supply. On July 1, 1984, there were 79,783 trucks in inventory, a 34-day supply.

The only big change in days-supply figures for the import trucks came at Mitsubishi. A dealer incentive program that began June 1 and runs through this month increased its truck sales by 56 percent. Even though its inventory count was just about the same as on June 1, the increased sales severely trimmed the company's days-supply figure.

The July 1 import vehicle count —cars and trucks combined—rose to 404,926, the highest total since March 1, 1983. One month ago, there were 389,730 imports in iventory; one year ago, 296,598.

There was a 32-day supply of import vehicles on July 1, compared with a 29-day supply one month earlier and a 39-day supply a year earlier.

The import car lines by country of origin and their July 1 days supply levels:

Japan—Isuzu, 71; Mitsubishi, 30; Nissan, 27; Subaru, 20; Mazda, 19; Toyota, 13, and Honda (imports only), 7. In addition, there was an 83-day supply of Chevrolet captive imports: 89 for Isuzu-built Spectrum and 69 for Suzuki-built Sprint.

The Chrysler captives built by Mitsubishi averaged a 49-day supply: Dodge Conquest, 106; Plymouth Conquest, 91; Plymouth Colt, 51; Dodge Colt, 49; Dodge Vista, 40, and Plymouth Vista, 40.

Germany—Merkur, 172; BMW, an estimated 85; Audi, 70; Volkswagen, 69; Porsche, 63, and Mercedes-Benz, 46.

Other European makes—Renault, 276; Peugeot, 82; Volvo, 51; Saab, 37; Alfa Romeo, 28, and Jaguar, 25.

Light-trucks and their days' supplies: Isuzu, 75; Chrysler Ram 50, 46; Nissan (including domestics and imports), 39; Toyota, 33; Mitsubishi, 25, and Mazda, 13.

IMPORT STOCKS

	July 1, 1985	June 1, 1985	July 1, 1984
Spectrum	89	85	0
Sprint	69	66	18
Chevrolet	83	80	18
Plymouth Colt	51	80	67
Dodge Colt	49	76	60
Plymouth Conquest	91	77	109
Dodge Conquest	106	78	127
Plymouth Vista	40	72	61
Dodge Vista	40	66	61
Chrysler Corp.	49	75	67
Honda	7	7	13
Isuzu	71	82	57
Mazda	19	20	20
Mitsubishi	30	28	34
Nissan	27	28	22
Subaru	20	22	20
Toyota	13	9	13
JAPAN	22	20	18
Audi	70	70	31
BMW**	85	87	57
Mercedes-Benz	46	35	8
Merkur	172	128	0
Porsche	63	56	13
VW	69	51	108
GERMANY	70	59	53
Alfa Romeo	28	26	109
Jaguar	25	23	11
Peugeot	82	85	46
Renault	276	261	152
Saab	37	50	41
Volvo	51	46	47
Other Countries	53	54	51
Total Import Cars	31	29	25
Isuzu	75	62	60
Mazda	13	19	26
Mitsubishi	25	41	36
Nissan*	39	34	24
Toyota	33	23	29
Chrysler	46	46	81
Total Import Trucks	36	31	34
Total Imp. Vehicles	32	29	27

*Includes domestic trucks
**July 1, 1985 estimated

Underwriters screen dealer clients more scrupulously

A closer look at self-insurance

Continued from Page 2

fallout are becoming extremely selective.

"Trying to find the right dealer to do business with is our objective," said Tom Nerney, vice president of Wheelways Insurance and Financial Services, Wynnewood, Pa., which insures about 650 auto dealers nationally for property/casualty.

"We won't quote an account without three years documented loss experience. We're looking for a dealer who is going to work with us to control losses."

Risk managers say the first step in today's market is a comprehensive look at loss control. And some say self-funding is the ultimate incentive for reducing controllable exposures.

"If you start underwriting yourself and your fellow dealers, loss prevention takes on a whole different perspective," said Kinder.

Andrew Cmiel, director of the Dallas-based Risk Management Service Co., a third-party administrator for self-funded programs, said self-insurance boils down to higher risk retention—up to a negotiated level—by individual companies or pools of companies.

Insurance companies pick up the first layer over and above the self-insured risk. The carrier in turn sells part of the risk to another insurance company on a reinsurance contract, and an excess insurer normally provides the final layer of coverage.

Several state dealer associations say they are considering self-funded programs for members as a response to conditions in the property and casualty field.

"Liability is a very, very important problem that is growing all the time," said Barry McGuire, executive vice president of the Michigan Automobile Dealers Assn. "We're looking into some type of self-insurance. But it has to be a program that we can get into with an umbrella—Lloyd's of London or some type of carrier for excess insurance."

McGuire said members are fearful of some potential drawbacks, including selectivity and the possibility of a big loss early in the program.

"You have to be sort of lucky the first couple of years," he said. "Then you can handle pretty much anything that comes along. But you can't have a disaster in the first couple of years.

"Another problem is that there are some pressures put on by the state insurance bureau and others to accept everybody," he added. "You can't pick and choose. We would be in a position of having to include some people we wouldn't want to."

"I don't see us going into self-insurance," said Tim Doran, executive vice president of the Ohio Automobile Dealers Assn. "The up-front money is pretty significant."

David Bresnahan, senior vice president, marketing at Universal Underwriters Group, Kansas City, the nation's leading insurer of auto dealers, dismissed self-insurance as "a popular buzzword."

"I doubt if there is an awful lot of interest in it," he said. "It is not a game you can play with just a few dollars. It takes an association with 400 or 500 members. One hundred is pretty low, too small a base."

"I've heard some talk about self-insurance, but I'm not aware of any case along the property and casualty lines," said Grover Lewis, operations manager for the National Automotive Insurance and Service Agency, a wholly owned subsidiary of NADA. "The potential risk is so high even for your big guys. The loss of several million is more than they want to sleep with at night."

Lending institutions present another obstacle, according to Lewis.

"Banks aren't going to stand for it," he said. "If I have a $3 million building with a $2 million mortgage, the bank is going to insist that I have it covered for hazards. If the bank is floorplanning a $1 million or $1½ million inventory, they ain't going to let me self insure it."

"There is a lot of talk in the industry about self-insurance, but I haven't heard much about it in individual dealerships," said Nerney. "The difficulty in the auto industry is due to the many variations of exposures dealers have. There are so many different areas, you have to cover that it is real tough."

Nerney said Wheelways offers a form of self-insurance on physical damage through restructuring of deductibles.

"We've started that on physical damage," he said. "There is more and more acceptance of it. It helps loss control and it helps premiums. One way a dealer can get involved in controlling losses is to get himself financially involved, but it is very difficult on the liability end. You generally need substantial capital to do that."

As for banker nervousness, Heckman said that "most successful" programs work with an insurance company that guarantees funds will be there to meet obligations. Several other mechanisms exist for satisfying banks, he said, including posting of bonds and letters of credit.

"Self-insurance, where you just say 'I'll take the first $10,000 or $25,000 of each loss,' is where a lot of programs have failed and leave a bad taste," he said, noting that such basic self-funding approaches generally do not involve a fundamental loss-control review.

Heckman said selectivity in a comprehensive group self-insurance program can be achieved by establishing and upholding loss-control bylaws.

"It's legal, it has been tested in court," he said. "What you can't do is discriminate in the application of rules."

Proponents of self-insurance argue that individuals or groups need not take on any more risk than they can handle. Self-funding, they say, is merely a way to restructure risk financing.

"The important point is that dealers do have alternatives," said Heckman. "There are lots of ways to deal with the problem other than paying whatever premium the insurance company asks."

Heckman said dealers considering self-insurance should seek professional assistance in the design and implementation of programs, receive a full explanation, understand all financial and insurance risks associated with the plan and "actively support and practice enlightened loss prevention."

He warned dealers not to try to assume all of its exposure or sacrifice needed protection for dollar savings.

"The probability that a loss might occur is less important than the possible severity of it, in dollar cost, if it should occur," he said.

Individual dealers and associations considering self-insurance must decide whether to handle claims internally or hire a third-party administrator (TPA).

"On a smaller level, third-party administration gets a little awkward," said Cmiel, who noted that commercial carriers frequently service relatively small, self-insured accounts, such as moderate-sized dealers, with the understanding that losses come out of the dealer's pocket.

There are other risks and responsibilities which companies should come to grips with before insuring their own shops. TPAs, if used, must be carefully chosen; time must be taken to monitor the TPA's claims work, and the self-insurer has to comply with applicable state regulations and be aware of federal and state tax laws.

The U.S. Deficit Reduction Act of 1984 disallows current-year tax deductions on reserves set up to pay future claims, thereby reducing the financial benefits of self-insuring.

Cmiel said the Federal Government and most states won't allow writeoffs until a specific loss is covered since self-insurers, unlike admitted insurance carriers, are not mandated by law to establish reserves.

Because of high dealer risk exposure, most experts cite the advantages of pooling with other auto retailers in self-insurance programs. Associations can not only lower premiums through volume, but dealers may share the cost of loss control measures, such as roving security guards.

Kinder said association plans are governed by committees made up of both insurance specialists and auto dealers. As a result, he said, programs can be fitted specifically for the insurance needs of an auto dealership.

"It's the best of both worlds," he said. "You have people who know their business coupled with insurance professionals."

Yet Kinder cited a natural reluctance among auto dealers to go into self-insurance arrangements with cross-town competitors.

"Certain industries will come together and others won't," he said. "One of the most difficult to bring together is dealers. They don't want to let their rivals know what they are doing. It is purely egotistical.

"Jack's Used Car Shop can affect the premiums of the (better-managed) dealer," he said. "So the question is, how do you get these people together? The answer is they come together when conditions force them to, when they have common problems. They will talk when their personal assets are on the line every time someone walks into the dealership.

Americans in Paris

Nancy and Bill Davidson, Beverly, Mass., stand with their new Peugeot 505 while in Paris for the French Open Tennis Championships. The couple won the trip and Peugeot in a drawing at the Boston Garden's Peugeot Tennis Invitational. The Boston-area Peugeot dealers joined forces to offer the prizes.

DOE analysis finds buyers moving to smaller U.S. cars

Continued from Page 2

hand, increased their fleet average nearly one MPG (0.88 MPG) because of an increase in sales of less fuel-efficient cars, a decline in fuel economy of some existing models, and an increase in sales of larger cars.

Said the DOE report, "The market continues to gravitate toward the compact class, with domestic makers decreasing the size and weight of their vehicles and import makers increasing the size and weight of their products."

The DOE report utilizes EPA fuel-economy numbers, curb weights, engine sizes, transmission types and interior volume figures, in combination with published sales figures to develop its trend lines.

It says the sales-weighted average of curb weights of automobiles continued to drop in 1985, with the fleet losing an average of 30 pounds from the previous year. The most significant drop of 150 pounds was observed in large cars.

Smaller cars, meanwhile, gained weight. So did imports, which added an average of 50 pounds since the 1984 model year.

Interior space for domestic and import cars continued to decline, although by a miniscule 0.4 cubic inches.

Engine size also dropped slightly for the new-car fleet in spite of the fact that all domestic and import car size classes except domestic large cars and imported minicompacts increased their engine sizes, the report said.

In the light-truck market, DOE attributed the improvement in fuel economy largely to the sales shift toward more fuel-efficient vehicles and to improved technology.

Mirroring the trends in passenger cars, domestic light trucks averaged a 0.55-MPG improvement for the first six months of the 1985 model year while import models showed a worsening of 1.74 MPG in their sales-weighted fuel economy.

Since 1978 when the DOE first began compiling sales-weighted fuel-economy averages, the new-car fleet has improved its fuel economy from 19.7 MPG to 26.9 in 1985. The light-truck fleet has improved its fuel economy from 17.3 MPG in 1978 to 20.5 MPG.

Broken out, the domestic new-car fleet has improved its fuel economy from 18.6 MPG in 1978 to 26.0 MPG in 1985. The import new-car fleet has gone from 27.9 MPG to 30.4 MPG.

In light trucks, the American makers have gone from 16.6 MPG in 1978 to 19.5 MPG in 1985. The imports, meanwhile, find themselves at a 26.5-MPG level, just 0.1 MPG better than they were in 1978, after having fallen to as low as 23.1 in 1979 and reaching as high as 28.2 in 1982 and 1984.

New-vehicle fuel economy averages

Sales weighted averages for the first six months of model years

	1978	1979	1980	1981	1982	1983	1984	1985
Domestic autos	18.6	19.4	21.8	23.9	24.9	24.5	25.2	26.0
Import autos	27.9	26.8	28.6	30.3	31.0	31.9	31.3	30.4
Total auto	19.7	20.5	23.2	25.3	26.3	26.1	26.3	26.9
Domestic trucks	16.6	15.6	16.6	18.1	18.6	19.3	18.9	19.5
Import trucks	26.4	23.1	25.2	27.7	28.2	27.9	28.2	26.5
Total truck	17.3	16.5	18.1	19.8	19.9	20.5	20.1	20.5

Source: U.S. Department of Energy

South Dakota dealers elect Rypkema president

The South Dakota Automobile Dealers Assn. has elected new officers. From left are: Dan Cotton, Dan Cotton Chevrolet, Beresford, past president; Milo Rypkema, Dodge Town, Rapid City, president; Roger Davidson, Davidson Chevrolet, Inc., Mobridge, vice president; Tom Graham, Soo Imports, Inc., Sioux Falls, treasurer; Merlin Fauth, Courtesy Lincoln-Mercury, Rapid City, secretary, and Jerry Wheeler, Sioux Falls, executive vice president.

All auto makers are producing again

Week's output jumps to 166,310

By Louise Kertesz
Detroit Reporter

With all domestic manufacturers contributing to the weekly build for the first time since mid-June, auto production climbed to 166,310 units last week, 25.48 percent more than the previous week's 132,539.

Plants of Ford Motor Co. and Nissan Motor Mfg. Co., U.S.A., resumed production last week after two weeks' vacation, and Volkswagen of America's Westmoreland (Pa.) facility reopened after being idled for two weeks by a parts shortage.

Last week's build was 18.59 percent more than the year-ago week's 140,244.

Year-to-date, 4,790,792 cars have been assembled, 3.88 percent more than the 4,611,962 completed last year at this time.

Companies shared last week's targeted production as follows: General Motors, 58.71 percent; Ford, 19.80 percent; Chrysler Corp., 15.03 percent; Honda of America Mfg. Co., 1.89 percent; American Motors, 1.65 percent; Volkswagen, 1.13 percent; New United Motor Mfg. Co., 1.02 percent, and Nissan, 0.77 percent.

GM's Pontiac G and Lakewood (Ga.) plants worked two overtime shifts Saturday (July 20).

Chrysler's Jefferson (Detroit) plant is closed this week (July 22) for model changeover, with production slated to resume Aug. 5.

Chrysler's Sterling Heights (Mich.) plant also is down this week for vacation and model changeover. The plant is due to reopen Aug. 19.

Chrysler's St. Louis plant (No. 2) is slated for two nine-hour daily shifts this week.

Ford scheduled daily overtime this week at the following plants: Chicago; Dearborn; Edison, N.J.; Kansas City; Lorain, O.; Wayne, Mich., and Wixom, Mich.

Overtime is scheduled Saturday (July 27) at Ford's Chicago plant.

Record model runs for Chrysler Canada

WINDSOR, Ont.—Chrysler's plants in Canada, which built out their 1985 models last Friday (July 19), posted records at both facilities, the company said.

The Pillette Road plant built 125,207 full-size vans in the 1985 model run, topping the previous record of 121,540 set in 1984. The minivan plant built 274,296 units, topping the previous record for the plant by 3 units: 274,293 compact cars in 1973.

AMC workers OK contract; Wisconsin plants survive

DETROIT.—UAW members at American Motors' plants in Kenosha and Milwaukee have ratified a three-year concessions contract which guarantees that the two plants will stay open at least until 1989.

The workers approved the pact by a vote of 3,994 to 984, or 80 percent. The agreement expires Sept. 16, 1988, and covers about 8,000 workers in Kenosha and Milwaukee.

The contract contains job security provisions, reduces union representation, cuts wages by 61 cents an hour, allows the company to pay back the Employe Investment Plan through profit sharing, reduces paid time off and provides annual lump-sum payments in the final two years of the agreement instead of the traditional annual improvement factor.

"UAW-AMC members have taken the most responsible positive action available to them to save their plants and begin building a solid foundation for their future and that of AMC as a major employer in Wisconsin," said UAW Secretary-Treasurer Raymond Majerus, head of the union's AMC department.

Truck makers schedule 63,818 units, up 48 pct.

With production resuming last week at plants of Ford Motor Co., International Harvester and Nissan Motor Mfg. Co., U.S.A., domestic truck output of 63,818 units was 47.81 percent more than the previous week's 43,175.

The three manufacturers had been down two weeks for vacations.

Last week's output was about the same (down 0.71 percent) as the year-ago week's 64,277.

So far this year, 1,919,166 trucks have been built, 9.65 percent more than the 1,750,207 completed last year at this time.

American Motors' Jeep plant in Toledo closed for vacation last week. It is scheduled to reopen July 29.

After the vacation break at International Harvester's Springfield (O.) plant, production resumed at a slower pace last week to adjust inventories. With one line down, output was cut by 72 units a day.

Ford's Louisville plant built the one-millionth Ranger and its four-wheel-drive version, Bronco II, on July 16, 3½ years after production of the Ranger began. (Output of the Bronco II started in January, 1983).

That was a record pace for a single Ford plant, the company said.

General Motors scheduled two overtime shifts Saturday (July 20) at its No. 2 and No. 5 plants in Pontiac.

Ford has scheduled daily overtime this week (July 22) at its Kansas City, Twin Cities, Louisville, Norfolk and Wayne (Mich.) plants.

Canadian autos post lowest week this year

Vacations last week cut Canadian car production to its lowest point this year.

Ford Motor Co. plants were closed last week for their final week of vacation; General Motors' St. Therese (Que.) was down for its first of two weeks' vacation, and American Motors' Brampton (Ont.) plant continued its six-week vacation.

The manufacturers planned to build 10,785 cars last week, 24.64 percent fewer than the previous week's 14,312, and 9.66 percent fewer than the year-ago week's 11,938.

Year-to-date, 585,738 cars have been assembled, 7.03 percent fewer than the 630,104 completed last year at this time.

Truck makers estimated a build of 12,989 units last week, down 2.46 percent from the previous week's 13,316, but 117.39 percent higher than the year-ago week's 5,973. (Last year's total reflected vacation downtime at several plants.)

The truck build this year is approaching half a million; 498,832 units were completed by the end of last week.

This year's pace is 7.49 percent ahead of last year's at this time, when 464,077 trucks had been assembled.

It was reported earlier that Ford plants were scheduled to resume production July 15. They are due to reopen today (July 22).

Chrysler Corp.'s Windsor (Ont.) plants are closed for vacation and changeover this week. They are scheduled to resume production Aug. 5.

CANADIAN PRODUCTION - CARS

	Week Ended July 20, 1985	Week Ended July 21, 1984	Week Ended July 13, 1985	July to Date	Jan. 1 to July 21, 1984	Jan. 1 to July 20, 1985
AMERICAN MOTORS	0	0	0	0	12,250	5,493
FORD MOTOR	0	0	0	4,370	237,736	257,569
GENERAL MOTORS	10,560	11,713	14,087	35,055	373,771	306,670
VOLVO	225	225	225	630	6,257	6,006
Total Cars, Canada	10,785	11,938	14,312	40,055	630,014	585,738

TRUCK PRODUCTION IN U.S.

	Week Ended July 20, 1985	Week Ended July 21, 1984	Week Ended July 13, 1985	July to Date	Jan. 1 to July 21, 1984	Jan. 1 to July 20, 1985
CHEVROLET	22,846	21,158	25,831	61,915	565,808	674,946
DODGE	4,100	3,198	4,180	11,613	116,837	121,940
FORD	24,013	24,763	0	24,013	653,472	650,341
GMC	7,230	6,920	7,064	19,978	184,196	208,252
INTERNATIONAL	1,300	1,752	0	1,300	40,639	43,005
JEEP	0	3,210	4,291	7,836	103,109	112,924
NISSAN	2,540	2,196	0	2,540	55,473	55,826
AM GENERAL	50	50	50	130	1,470	1,380
MISCELLANEOUS	1,759	1,000	1,759	4,522	29,200	50,542
Total Trucks, U.S.	63,818	64,277	43,175	132,845	1,750,207	1,919,166

CANADIAN TRUCK PRODUCTION

	Week Ended July 20, 1985	Week Ended July 21, 1984	Week Ended July 13, 1985	July to Date	Jan. 1 to July 21, 1984	Jan. 1 to July 20, 1985
CHRYSLER	6,964	0	7,535	21,459	201,210	236,869
FORD	0	0	0	0	84,442	89,320
GENERAL MOTORS	5,750	5,798	5,781	16,159	174,512	166,922
INTERNATIONAL	265	177	0	265	3,913	5,921
Total Trucks, Canada	12,989	5,975	13,316	37,883	464,077	498,832
N. American Trucks	76,807	70,252	56,491	170,738	2,214,284	2,417,998

r—Now includes window van production. *—Estimated
Jeep includes commercial only. All General includes government-chassised vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR PRODUCTION

	Week Ended July 20, 1985	Week Ended July 21, 1984	Week Ended July 13, 1985	July to Date	Jan. 1 to July 21, 1984	Jan. 1 to July 20, 1985
AMERICAN MOTORS	2,750	4,852	2,009	4,759	108,906	58,831
Renault Total	2,750	4,852	2,009	4,759	108,906	58,831
Alliance	1,865	2,800	1,449	3,314	58,472	36,242
Encore	885	2,052	560	1,445	50,434	22,589
CHRYSLER CORP.	25,000	17,028	29,037	78,032	751,800	802,704
Plymouth Total	6,800	5,607	7,776	21,267	220,759	230,456
Horizon	2,800	2,856	3,182	8,626	91,674	85,446
Reliant	2,900	1,804	3,400	9,074	111,030	102,423
Caravelle	1,000	99	960	2,784	5,585	31,538
Gran Fury	100	848	234	783	12,470	11,049
Chrysler Total	8,500	4,889	9,750	26,612	253,096	266,698
LeBaron	1,700	1,684	2,029	5,483	77,841	62,027
LeBaron GTS	2,700	0	2,775	7,560	0	60,851
Laser	800	1,413	1,185	3,010	45,651	33,107
New Yorker/E-Class	1,500	0	1,497	4,274	63,070	43,632
Fifth Avenue	1,800	1,792	2,264	6,285	66,534	67,081
Dodge Total	9,700	6,532	11,511	30,153	277,945	305,550
Omni	2,600	2,674	2,738	7,646	86,343	84,371
Aries	2,700	2,157	3,022	8,136	87,086	84,454
Daytona	600	656	1,293	2,879	34,651	30,010
Dodge 600	1,200	447	1,529	3,896	47,933	42,077
Lancer	1,700	0	1,775	4,862	0	42,985
Diplomat	900	598	1,154	2,734	21,932	21,653
FORD MOTOR	32,925	30,466	0	32,925	957,084	927,844
Ford Division	21,658	19,668	0	21,658	622,032	615,464
Escort	7,552	6,487	0	7,552	192,859	176,927
Mustang	3,709	3,037	0	3,709	74,398	98,505
LTD	3,367	3,557	0	3,367	119,142	121,074
Thunderbird	3,283	198	0	3,283	83,621	105,553
Crown Victoria	0	1,709	0	0	42,063	7,122
EXP	0	1,081	0	0	18,954	3,863
Tempo	3,747	3,599	0	3,747	90,995	102,420
L-M Division	11,267	10,798	0	11,267	335,052	312,380
Mercury Total	8,063	6,896	0	8,063	241,168	223,938
Lynx	1,753	1,433	0	1,753	37,479	40,284
Capri	722	279	0	722	9,658	10,125
Marquis	1,729	2,383	0	1,729	62,726	60,875
Cougar	2,625	204	0	2,625	56,054	76,412
Grand Marquis	0	1,822	0	0	52,126	4,733
Topaz	1,234	775	0	1,234	23,125	31,509
Lincoln Total	3,204	3,902	0	3,204	93,884	88,442
Continental	448	1,024	0	448	20,994	14,967
Lincoln	2,401	2,441	0	2,401	55,496	63,689
Mark VI/VII	355	437	0	355	17,394	9,786
GENERAL MOTORS	97,640	84,911	97,635	253,785	2,666,607	2,829,649
Buick Total	23,080	22,180	21,765	57,723	589,725	578,415
Skylark	0	2,273	0	0	57,532	40,953
Skyhawk	2,370	2,856	2,343	6,217	91,101	64,754
Somerset Regal	2,800	152	2,241	6,339	763	68,380
Century	6,092	4,638	6,239	15,875	130,519	151,434
Regal	4,151	4,673	3,385	9,306	127,596	72,198
LeSabre/Electra(rwd)	2,445	4,626	2,460	6,519	126,111	80,106
Riviera	1,180	1,111	1,148	3,039	29,941	38,112
Electra(fwd)	4,042	1,851	3,949	10,428	26,162	62,478
Cadillac Total	6,983	6,923	6,993	18,126	190,827	209,105
Cimarron	535	0	541	1,398	9,741	16,449
Seville	715	722	696	1,850	23,507	22,230
Eldorado	1,405	1,596	1,370	3,635	45,599	41,932
Cadillac (rwd)	425	2,084	508	1,179	82,989	28,341
DeVille (fwd)	3,903	2,521	3,878	10,064	28,991	100,153
Chevrolet Total	28,593	25,466	30,548	76,417	904,471	961,872
Chevette	3,652	2,661	3,884	9,340	110,949	93,893
Cavalier	9,796	4,545	10,017	25,467	235,999	283,479
Celebrity	5,420	5,756	5,422	14,054	173,115	161,889
Camaro	3,780	4,996	4,833	11,669	149,671	134,231
Citation	0	3,316	0	0	65,774	28,697
Malibu/El Camino	0	0	0	0	16,346	0
Monte Carlo	1,945	1,454	2,013	5,147	67,777	80,582
Chevrolet	3,000	1,964	3,393	8,155	65,812	153,539
Corvette	1,000	774	986	2,585	19,028	25,562
Oldsmobile Total	25,769	20,545	25,696	65,806	665,524	701,288
Omega	0	661	0	0	29,320	0
Firenza	830	1,299	847	2,264	43,167	38,476
Cutlass Supreme	5,489	3,508	5,055	13,618	164,591	129,301
Cutlass Ciera	6,608	5,181	6,619	17,182	161,902	207,536
88/98 (rwd)	6,213	6,667	7,258	17,089	209,016	140,108
Olds 98 (fwd)	2,869	2,231	2,854	7,413	29,978	79,958
Calais	3,060	137	2,382	6,433	547	83,555
Toronado	700	861	681	1,807	27,003	22,894
Pontiac Total	13,215	9,797	12,633	35,713	316,060	378,969
Acadian**	0	254	237	410	9,655	7,818
2000 Sunbird	3,014	3,387	2,793	7,975	87,976	82,251
1000	758	724	476	1,732	23,109	13,207
Firebird	2,282	2,642	2,264	6,571	67,409	71,901
Phoenix	0	0	0	0	14,116	0
6000	1,560	0	1,306	4,004	0	28,061
Grd Prix/Bonville	0	0	0	0	29,733	0
Parisienne	1,542	405	1,252	4,092	15,956	42,280
Fiero	2,400	2,385	2,027	6,369	68,106	67,360
Grand Am	1,659	0	2,278	4,460	0	66,091
HONDA	3,135	2,987	2,233	7,225	72,134	88,961
NISSAN	1,280	0	0	1,280	0	11,896
NUMMI (Nova)*	1,700	0	1,625	4,300	0	16,649
VOLKSWAGEN	1,880	0	0	1,880	55,431	54,258
Total Cars - U.S.	166,310	140,244	132,539	384,186	4,611,962	4,790,792
Total Cars - Canada	10,785	11,938	14,312	40,055	630,014	585,738
N. American Cars	177,095	152,182	146,851	424,241	5,241,976	5,376,530
N. American Trucks	76,807	70,252	56,491	170,738	2,214,284	2,417,998
North American Cars and Trucks	253,902	222,434	203,342	594,979	7,456,260	7,794,528

r—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

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Automotive News

July 29, 1985

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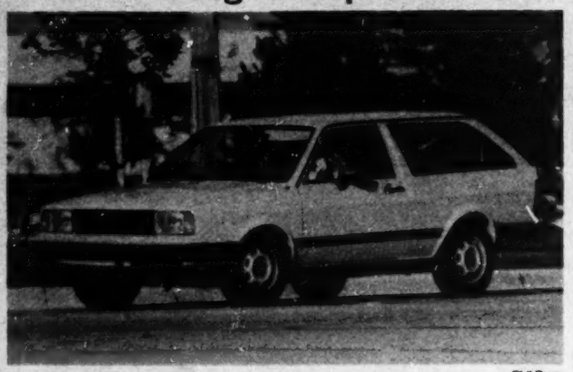
Wrong hemisphere



Phil Berg

Brazilian VWs traveling Detroit roads

This Brazilian-built VW Parati station wagon, kin to the German Polo/Derby, is one of several spotted near Volkswagen of America headquarters north of Detroit. VWoA is evaluating whether to bring in the Brazilian cars as price leaders: Less than $5,200, sources say. Parati/Polo/Derby is smaller than the former Rabbit.

Saturn labor pact OK'd; Tennessee likely home

By Marjorie Sorge and Michelle Krebs
Automotive News Staff

CHICAGO.—The UAW's executive board Friday overwhelmingly approved a contract to cover workers at General Motors's Saturn Corp., clearing the way for the auto maker to announce the location for the plant.

And by late last week, it was expected that Spring Hill, Tenn., a town of about 1,000 people in the midst of scenic horse country, would be Saturn's new home. GM was expected to hold a news conference in Tennessee to make it official.

The contract approved by the UAW's 25-member executive board turned out to be similar to the outline for the agreement distributed several weeks ago but with more detailed language.

However, UAW President Owen Bieber warned that the contract did not represent the "Saturnization"—as GM Chairman Roger B. Smith has referred to it—of the auto industry. Bieber sent GM a letter to that effect.

"We view the Saturn agreement as a special case and not a precedent for any other facility," Bieber told reporters in Chicago.

The contract provides for a two-class workforce divided into those who do not have layoff protection and those who cannot be laid off except under extenuating circumstances.

Initially, the 6,000 Saturn jobs will be offered to GM active workers and those on the inactive rolls. Those jobs will receive the lifetime employment coverage.

Later, outsiders will be hired and they can move to the permanent job status through seniority so that at least 80 percent of the workforce ultimately will have lifetime job status.

The contract extends from now until one year after the first car is built. Negotiations on another contract will begin midway in the first production year.

The starting wage is $13.45 an hour for production workers; $15.49 for skilled workers. There is one job classification for production workers and three to five for skilled workers.

In addition, quarterly payments will reflect increases comparable to those received by other GM workers, cost-of-living increases, performance and attendance bonuses, profit sharing and any increases in negotiated in the 1987 UAW national contract.

The contract further contains a clause demanding that a "high degree" of domestic content be used in Saturn cars, though no specific percentages are spelled out.

The pension program will be patterned after the pension plan covering workers at the GM-Toyota joint-venture plant in California. However, the union is waiting to see how it works there before it firms up details for Saturn's pension plan.

There is a no-strike clause, but either side can seek to reopen negotiations at any time.

It appears that despite all the perks offered by the 39 states which had vied for the coveted Saturn plant, GM will not receive all that much from Tennessee.

"If Saturn comes here, it is a strong statement about the way we are moving," Tennesee Gov. Lamar Alexander said at a press conference late last week.

"We are not in a bidding war. We can't be in one, and we don't think it is a good policy to be in one," he said, noting that it would be in violation of the state's constitution to offer incentives like

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Company will also get cars from NUMMI

Toyota plants due in U.S., Canada

By Francis J. Gawronski
Tokyo Bureau Chief

TOYOTA CITY, Japan.—Toyota Motor Corp. last week ended the speculation about its plans to produce cars in the U.S.

And the Japanese company surprised the auto world by announcing that it will build not one but two assembly plants in North America by 1988—one in the U.S.(200,000 cars a year) and the other in Canada (50,000 cars a year).

In addition to the two new plants, Toyota also said that it would supply its U.S. dealers with a 1,500-1,600-cc Corolla-type car through New United Motor Mfg., Inc., the Toyota-General Motors joint venture in Fremont, Calif. NUMMI will begin making cars for Toyota in the fall of 1986 at an annual rate of 50,000.

Among Japanese car makers, Honda Motor Co. and Nissan Motor Co. are already building cars in the U.S., while Mazda Motor Corp. is preparing to produce vehicles there. Honda also is building a plant in Canada that should be ready to assemble cars in 1987.

Eiji Toyoda, Toyota chairman, said the U.S. plant, to be built on a site yet to be selected in the Midwest or mid-South, will produce a 2,000-cc class car at an anual rate of 200,000 units, beginning in 1988. The company hinted that the car may be a version of the Camry series.

The smaller Canadian plant will have an annual capacity of 50,000 units and will begin producing a 1,600-cc model, possibly a version of the Corolla series, also beginning in 1988.

When in full operation, Toyota's three new production sources could supply approximately 300,000 more vehicles to its North American dealers.

The new plants in the U.S. and Canada also will permit Toyota to ship cars tariff-free across the U.S.-Canada border as the sales demand for cars varies from time to time in each country. However, Toyota said the determining factors in building the Canadian plant were requests for it from dealers and the Canadian Government.

When asked during a press conference whether the additional supply of cars would necessitate

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Makers, dealers 'concerned,' but helpless

Haulers' strike halts flow of cars

By Richard Johnson
Detroit Reporter

A nationwide auto transporters' strike by more than 20,000 Teamsters-represented truckers has halted the flow of new cars and trucks to dealer showrooms.

The impact may be softened by plant changeovers and a recent climb in inventories. But dealer spokesmen were concerned late last week that the strike will quickly shut off supplies of hot models, tie up customer orders and possibly cause a ballooning of 1985 models on the eve of the new model year.

The walkout began at midnight last Thursday (July 25) after two days of meetings in Washington between Teamsters and the nation's car haulers, and was sanctioned by the union's general executive board.

Earlier, Teamsters Vice President Walter Shea had dismissed the final offer from negotiators for the auto transporter industry as "totally unacceptable."

"Obviously, we are disappointed," said R. Ian Hunter, executive director of the National Automobile Transporters Labor Division.

"We bargained in good faith and made what we thought was a very fair offer, including a substantial wage increase package. This could have a tremendous impact on the automotive industry."

"If this strike lasts more than a few days, auto production will certainly be affected," said Hunter, who added that no date has been set for new negotiations.

Spokesman for the Big Three domestic auto makers said last Friday that it was too early to gauge the affects of the walkout or say how long before plants are forced to close. The company spokesmen were also unaware of any alternative distribution systems set up by manufacturers.

"We're concerned about the effect of a prolonged strike," said a Chrysler Corp. representative Friday morning. "But in the short term we have model changeover. We have two plants already down, three going down today and the remaining two (shutting down) next week, and nothing is coming back until the week of Aug. 5."

During the early stages of a strike, he said, Chrysler facilities could absorb some of the overflow.

"Most of our plants have ade-

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Hard line on subsidies is adopted by NADA

By John A. Russell
New York Staff Writer

NEW YORK.—After six weeks of heated controversey with many of its members, NADA has terminated its negotiations with the House Energy and Commerce Committee on the anti-fleet-subsidy issue.

NADA President William J. Symes said the talks broke down after Rep. John Dingell, Michigan Democrat and chairman of the committee, told the NADA negotiating team he could not agree to its requirements.

Those requirements were that the association will not support a bill permitting fleet subsidies and also preempting states from regulating the subsidies on their level.

That move by NADA—taking a hard line on those two issues—marks a reversal of the earlier position taken by the NADA leadership which basically said the subsidy price issue was dead and the

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breaking news

Ford profit scaled back to $699 million

DEARBORN.—Ford Motor Co. reported net income in the second quarter of $699 million, $210 million less than the record level achieved in the year-earlier period. Worldwide dollar sales totaled $13.8 billion, down 2 percent from a year earlier. In the U.S. Ford earned after-tax profit of $611 million, $131 million below the year-earlier period. Outside the U.S., Ford earned a profit of $88 million, compared with $167 million a year earlier. Cash balance was $5.4 billion on June 30.

Petersen to be NADA keynoter

WASHINGTON.—Donald E. Petersen, Ford Motor Co. chairman, will be the keynote speaker at the NADA convention Feb. 1 in New Orleans. As announced earlier, Vice Presi-

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NHTSA official savages Japanese subcompacts

Where death risk is the greatest

By Helen Kahn
Washington Bureau Chief

OXFORD, England.—Japanese subcompacts are more likely to be involved in the types of highway accidents that cause deaths or serious injuries than their European and American counterparts.

Not only do the Japanese small cars have more single-occupant accidents and rollovers—whether before or after impacts—but the risk of death is also much higher than for comparable European or U.S. cars

In addition, Japanese subcompacts also have a higher risk of the rarer but extremely serious fire and explosion accident than the European cars but not higher than the U.S. subcompacts.

Those are basic findings of two research papers by Dr. A.C. Malliaris, director of NHTSA's Office of Vehicle Research. The papers were presented at the Tenth International Technical Conference on Experimental Safety Vehicles at Oxford in July.

The views (those of the author and not necessarily NHTSA) were some of the most startling to come before the international audience of technical experts. They are more disturbing since there is no immediate and obvious explanation—they are merely what careful analyses of years of the best available accident data show.

At least on the surface, there appears nothing that is significantly different between the Japanese small cars and the European and U.S. subcompacts.

That in itself tends to raise the question of whether there is indeed a significant but unknown difference among subcompact cars or whether the Japanese have merely been caught in the forefront and the pattern may eventually be extended to that entire market class, wherever made.

Special attention was given to front-wheel drive in 1983 models: This was 72 percent for Japanese subcompacts, 99 percent for European, 80 percent for U.S. In wheelbase and weight categories, U.S. subcompacts were getting lower but the European and Japanese were getting bigger.

Other factors—driver age, sex, alcohol involvement, time and place of travel, road problems, etc. —were basically no different for subcompacts, nor for Japanese subcompacts, than for other vehicles. The high-risk vehicles—trucks, motorcycles, commerical trucks, sports cars—were eliminated.

Malliaris looked at the last 10 years of the types in which there have been enormous changes in the mix, design, engineering and new components and equipment. He noted that a recession had limited travel, especially for the higher-risk teenagers, and anti-drunk-driving and seat-belt-use campaigns had been mounted.

The first Malliaris paper reports that the "risk of new-car involvement in all types of fatal accidents per 10,000 new-car registrations" is higher for Japanese subcompacts.

It is not only somewhat higher for impacts with motor vehicles, but Japanese subcompacts collide even more often with an object and they suffer much, much higher overturns and rollovers as a subsequent event to impact.

The overturn rate for calendar

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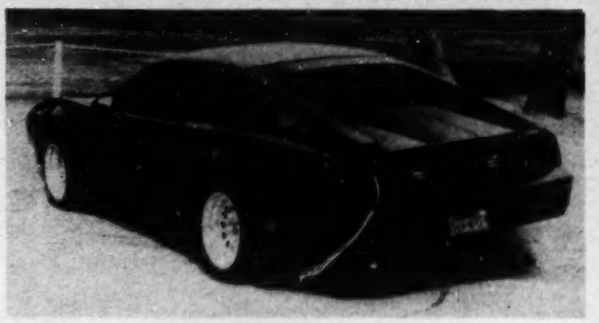

Adding to the Firebird

Contempo Vans, Sun Valley, Calif., replaces the original hatchback on Pontiac's Firebird with a custom rear deck of steel-reinforced fiberglass and a new window, and has added front and rear fender flares, rocker panels and door extensions. A similar package is available for the Chevrolet Camaro.

Problems carried to factory doorstep

Angry Peugeot dealers organize

By John A. Russell
New York Staff Writer

NEW YORK.—In an effort to combat what they term unresponsive management at Peugeot Motors of America, 44 dealers have formed the Northeast Peugeot Dealers Assn.

Their first move was to send a representative to France to lay their problems on the doorstep of the factory.

Ben Chamis, president of the association and general manager of Ken Smith Motors, Ridgewood, N.J., told Automotive News that a series of events led to the formation of the association. But their biggest complaints center on distribution, advertising and marketing of the Peugeot 505 cars in this country, he said.

"The dealers are very unhappy about what's happening with Peugeot," Chamis said.

Consequently, he was sent as their emissary to Paris to talk with Peugeot management. The problems were presented in writing, he said, but there was no resolution at the time.

PMA President Pierre Lemaire was slated to be in France this week and, according to Chamis, the matter will be discussed.

Ed Doran, a Dallas dealer and president of the Peugeot Dealers Council, countered many of Chamis' objections. He said most of the alleged problems have been corrected.

On the distribution, Chamis said, PMA's selection of model mix from the factory on the 505 causes problems. Under the system, PMA selects the models and this year the company ordered 25 percent diesels.

"Mercedes can sell that amount," he said. "We can't."

Another example, he said, was bringing the Peugeot Turbo 505 gasoline-engine model to the U.S. available with only the 5-speed transmission. The Peugeot market, according to Chamis, is made of primarily automatic transmission cars, but PMA "flooded the market" with the 5-speed version.

He said that 5-speeds account for only 20 percent of Peugeot's sales, and dealers have had to sell them at little or no profit.

"When they make a mistake, it takes six to nine months to recover," Chamis said, since the cars are built specifically for the U.S. market.

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Slow buildup of production speed at automated plants blamed

'87 GM regular pickups to be late

By Joseph Bohn
Truck Editor

ANAHEIM, Calif.—General Motors' new line of 1987 full-sized, light-duty pickups will be delayed about six months. They'll bow as midyear entries because of the longer startup time required in automated plants, according to a company official.

The 1987 Chevrolet/GMC light-duty pickups will be built in a new $500 million facility in Fort Wayne, Ind.; in a Pontiac plant that formerly built medium duties and is being expanded and upgraded, and in an Oshawa (Ont.) plant that is also being modernized.

They will be GM's first all-new line of light-duty conventionals in 14 years.

Confirming reports of the delay, John D. Rock, manager, GMC Truck & Coach Operation, said, "The one thing we're learning is that automated plants have an acceleration time of about 35 weeks. Under our old manufacturing process, it was about 14 weeks.

"If you take the Orion plant experience and the experience we had in Baltimore on the M van plant and the experience we're now beginning to have (on the new pickup plants)—that means you have to overlap those products. You literally have to build some trucks and park them," he said.

Getting quality in volume is the key to the delay, Rock added, because the light-duty conventionals are GM's bread-and-butter trucks.

"If we brought those trucks out like the M van, we'd have a helluva problem," he said.

GM can't afford to be without an ample supply of light-duty trucks at all times, and it can't afford as expensive a launch as the new pickups will represent without having a good supply in dealers' hands at public intro.

"You've got to literally be building both of them (old and new versions of the pickups) at the same time to satisfy the market," Rock said.

Sources had previously credited the trucks' delay to cost-cutting efforts.

If GM saved money, fine, Rock said, but that would only be a side benefit of the delay.

He anticipated production on the new trucks would probably start "just before Christmas, 1986, because then you can shut down for Christmas and adjust everything you've found, and then come back after the first of the year and start that acceleration."

GM doesn't have a handle on when it will publicly introduce the new pickups, because of major variables affecting its plant conversions, Rock said.

But it now appears the new trucks will be delayed until at least March, 1987.

GM's new truck line will go against redesigned conventional pickups also being offered by Ford. The latter are expected to debut in the fall of 1986 as 1987 models.

Exterior changes on Ford's pickups will be much less dramatic. GM's trucks will shed on average of nearly 500 pounds of weight, according to industry sources. Exterior dimensions will be about the same as those of present models. Inside, they will have a bit more hiproom, shoulder room, etc.

GM is also expected to introduce some additional new models-like a Maxi-Cab. GM currently has Maxi-Cab versions of the S-10/S-15, but none in the full-sized line.

The Maxi-Cab allows extra jump seats or a small second bench in two-door models. (Ford currently offers comparable Super-Cab style full-sized pickups in its F-150 and F-250 series.)

In styling, the new GM trucks

Please turn to Page 56, Col. 4

DOMESTIC SALES

	July 11-20, 1985	July 11-20, 1984
Renault		
Alliance-Encore	3,430†	6,780†
AMC	300†	500†
AMERICAN MOTORS	3,730†	7,280†
Chrysler	9,908	10,447
Plymouth	8,046	7,765
Dodge	11,795	10,579
CHRYSLER CORP.	29,749	28,791
Ford	36,981	34,411
Mercury	15,204	14,699
Lincoln	4,531	4,109
FORD MOTOR CO.	56,716	53,219
Buick	20,882	28,031
Cadillac	8,225	9,437
Chevrolet	42,249	50,286
Oldsmobile	29,236	30,927
Pontiac	19,532	20,906
GENERAL MOTORS	120,124	139,587
VOLKSWAGEN	1,816	2,216
HONDA	3,603	2,733
NISSAN	1,200†	0
U.S. INDUSTRY TOTAL	216,938	233,826

†—Estimate

Car sales drop again; 4th period in a row

By Jenny L. King
Detroit Reporter

New-car sales for July 11-20 were off for the fourth consecutive period as U.S. makers reported a 7.22-percent decline.

The 216,938 total, though below 233,826 from a very strong mid-July in 1984, stacked up well when compared with years going back to 1979.

The series of sales drops narrowed the gap in year-to-date numbers: 1985 is only 1.00 percent ahead of 1984, with sales of 4,705,-781 compared with 4,659,195.

The mid-month total 216,938 included increases for Ford Motor Co., Chrysler Corp. and Honda.

General Motors continued its tailspin, down 13.94 percent to 120,124 from 139,587 last year. Volkswagen and American Motors both lost ground, and Nissan is in its first year as a domestic maker.

Ford reported a 6.57-percent boost in sales, to 56,716 from 53,-219. Chrysler was up 3.33 percent, to 29,749 from 28,791, and Honda sales of 3,603 were up 31.83 percent from 2,733.

AMC's estimated mid-July sales of 3,730 were down 48.76 percent from 7,280 a year earlier. VW dropped 18.05 percent, to 1,816 from 2,216. Nissan sales were estimated at 1,200 U.S.-built cars.

GM's share of the mid-month market dropped to 55.37 percent from 59.70 percent last year. Ford was up more than three percentage points, to 26.15 percent from 22.76 percent, and Chrysler moved up to 13.71 percent from 12.31 percent.

AMC plunged to 1.72 percent from 3.11 percent. Honda had 1.66 percent, up from 1.17 percent; VW slipped to 0.84 percent from 0.95 percent, and Nissan had 0.55 percent of this year's market.

Domestic makes reporting mid-July increases were Dodge, up 11.49 percent; Plymouth, up 3.62 percent; Ford, up 7.47 percent; Mercury, up 3.44 percent; Lincoln, up 10.27 percent, and Honda, up 31.83 percent.

At GM, Buick was down 25.50 percent, Cadillac was off 12.84 percent, Chevrolet dropped 15.98 percent, Oldsmobile was off 5.47 percent and Pontiac dropped 6.57 percent.

Chrysler sales were down 5.16 percent; AMC was down an estimated 40.00 percent, and Renault dropped 49.41 percent.

With nine selling days in the period both this year and last, the daily rates were 7.22 percent apart, with a 24,104 average this year versus 25,981 in 1984.

Chevrolet's Celebrity was the top-selling nameplate, followed by Chevrolet Cavalier, Ford Escort, Oldsmobile Cutlass Ciera and Oldsmobile 88.

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60th year—No. 5085

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Market share also climbs for May

Import registrations rise 6 pct.

By Jenny L. King
Detroit Reporter

Registrations of new imported cars in the U.S. in May climbed 6.15 percent above the year-ago total for the month and gained 0.70 percentage points in their share of the market.

Figures from R.L. Polk & Co. showed imported cars claiming 23.14 percent of the May market, up from 22.44 percent a year earlier and up from 23.05 percent in April, 1985.

May import registrations numbered 211,025 this year compared with 198,796 in 1984. In April, the import figure was 215,602.

Four of the top 10 imports increased their shares of the import market May to May with the first-place car, Honda, making the greatest advance. Honda (whose registrations include imported and U.S.-built cars) gained 1.11 percentage points, moving up to 20.72 percent from 19.61 percent.

Second-place Toyota edged up 0.37 percentage points, to 19.34 percent from 18.97 percent. Audi was up 0.28 percentage points and Mercedes-Benz gained 0.19 percentage points.

Nissan, occupying third place, slipped 1.70 percentage points, finishing at 16.33 percent compared with 18.03 percent in 1984. Volkswagen, Mazda, Subaru, Volvo and BMW all lost ground.

Ten imports accounted for 88.73 percent of the import total, down from 90.49 percent in May, 1984.

At the end of five months, import registrations were up 8.14 percent and their share of the market increased to 24.30 percent from 23.84 percent. January-through-May registrations totaled 1,053,764 this year compared with 974,480 in 1984.

• Only Honda and BMW came out ahead of 1984 in year-to-date market shares. Honda was up 0.56 percentage points, to 20.43 percent from 19.87 percent, and BMW gained 0.24 percentage points, moving up to 3.16 percent from 2.92 percent.

Ten imports claimed 88.25 percent of the 1985 year-to-date market, down from 89.70 percent in 1984.

Japanese-built passenger cars captured 67.44 percent of the May, 1985, import total, down slightly from 67.83 percent in 1985.

German imports claimed 15.34 percent, down from 14.86 percent. U.S.-assembled imports (Volkswagen, Honda and Nissan cars) represented 9.71 percent, up from 9.37 percent. Registrations by countries of origin included:

	May, 1985	May, 1984
Japan	142,310	134,844
W. Germany	32,367	29,535
United States	20,487	18,637
Sweden	11,463	10,938
France	2,210	2,551
Great Britain	1,495	1,607
Italy	693	627
Ireland	0	57
TOTAL	211,025	198,796

After five months, Japanese imports had risen somewhat in numbers but accounted for a smaller portion of the total: Down to 69.68 percent from 70.07 percent. German cars claimed 14.24 percent, up from 13.83 percent, and U.S.-assembled imports increased to 8.72 percent from 8.10 percent. The numbers were as follows:

	5 Mos., 1985	5 Mos., 1984
Japan	734,285	682,838
W. Germany	150,087	134,795
United States	91,908	78,916
Sweden	56,120	55,395
France	10,681	12,810
Great Britain	7,768	7,256
Italy	2,915	2,291
Ireland	0	179
TOTAL	1,053,764	974,480

Registrations of new imported trucks were up 23.88 percent May to May, to 71,811 from 57,968. Toyota was were up 27.29 percent and Nissan grew by 23.55 percent. The totals were:

	May, 1985	May, 1984
Toyota	26,800	21,054
Nissan	19,738	15,976
Mazda	7,611	9,399
Dodge Ram 50	5,704	0
Isuzu	0	3,806
Others	11,958	7,733
TOTAL	71,811	57,968

January-through-May imported-truck registrations of 376,664 were up 34.50 percent from 280,041 and included a 36.82-percent gain for Toyota and a 34.10-percent climb for Nissan.

	5 Mos., 1985	5 Mos., 1984
Toyota	140,240	102,498
Nissan	109,246	81,464
Mazda	41,700	47,192
Dodge Ram 50	29,971	15,934
Others	55,507	32,953
TOTAL	376,664	280,041

MARKET SHARES

5 MONTHS
1985 VS. 1984

Make	1985 Market Share	1984 Market Share	Pct. Pt. Change '85 vs. '84
Chevrolet	14.81	15.94	−1.13
Ford	13.50	12.69	+0.81
Oldsmobile	9.95	11.19	−1.24
Buick	8.20	8.98	−0.78
Pontiac	7.16	6.86	+0.30
Mercury	5.07	5.05	+0.02
Honda	4.97	4.74	+0.23
Dodge	4.48	3.53	+0.95
Toyota	4.46	4.47	−0.01
Nissan	4.30	4.37	−0.07
Plymouth	3.61	2.84	+0.77
Chrysler	3.37	2.94	+0.43
Cadillac	2.69	2.99	−0.30
VW	1.62	1.67	−0.05
Mazda	1.56	1.53	+0.03
Lincoln	1.53	1.30	+0.23
Subaru	1.34	1.40	−0.06
AMC	1.33	1.85	−0.52
Volvo	0.93	1.01	−0.08
Mercedes	0.83	0.81	+0.02
BMW	0.77	0.70	+0.07
Audi	0.67	0.68	−0.01
Other Imports	2.85	2.46	+0.39
Misc. Dom.	0.00	0.00	−0.00
TOTAL	4,336,057	4,087,560	

Based on new-car registrations from R. L. Polk & Co. Oklahoma and New York, 1984, and Oklahoma, 1985, numbers from manufacturers' sales records.

TOP CARS

U.S. registrations for Five Months, 1985 vs. 1984 Oklahoma and New York, 1984, and Oklahoma, 1985, from manufacturers' sales records.

1985 Position		Make	1984 Position
1	642,169	Chevrolet	651,740 — 1
2	585,474	Ford	518,918 — 2
3	431,346	Oldsmobile	457,453 — 3
4	355,438	Buick	367,068 — 4
5	310,666	Pontiac	280,242 — 5
6	219,554	Mercury	206,329 — 6
7	215,289	Honda	193,653 — 7
8	194,494	Dodge	144,267 —10
9	193,509	Toyota	182,626 — 8
10	186,609	Nissan	178,531 — 9
11	156,659	Plymouth	116,005 —13
12	145,930	Chrysler	119,972 —12
13	116,494	Cadillac	122,217 —11
14	70,228	VW	68,239 —15
15	67,596	Mazda	62,695 —16
16	66,392	Lincoln	53,071 —18
17	58,085	Subaru	57,317 —17
18	57,586	AMC	75,690 —14
19	40,494	Volvo	41,333 —19
20	35,752	Mercedes	33,297 —20
21	33,336	BMW	28,430 —21
22	29,097	Audi	27,976 —22
	123,769	Other Imports	100,383
	91	Misc. Dom.	108
	4,336,057	TOTAL	4,087,560

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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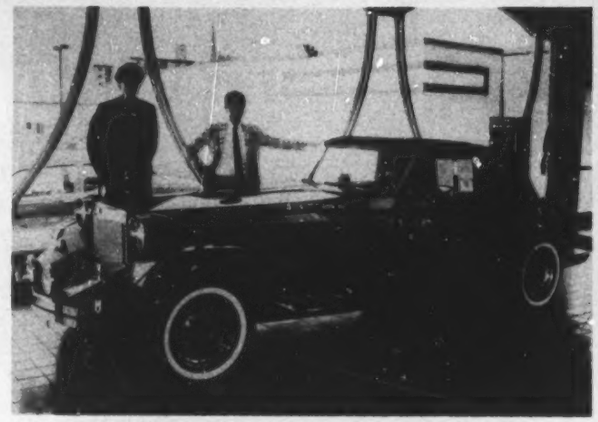
IMPORT REGISTRATION SHARES IN U.S.

	APRIL Regis., May, 1985	Percent Share of Market	Regis., May, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84		FIVE MONTHS Regis., 5 mos., 1985	Percent Share of Market	Regis., 5 mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Honda	43,688	20.72	38,974	19.61	+1.11	Honda	215,289	20.43	193,653	19.87	+0.56
Toyota	40,815	19.34	37,720	18.97	+0.37	Toyota	193,509	18.36	182,626	18.74	−0.38
Nissan	34,466	16.33	35,843	18.03	−1.70	Nissan	186,609	17.71	178,531	18.32	−0.61
VW	15,696	7.44	15,209	7.65	−0.21	VW	70,228	6.67	68,239	7.00	−0.33
Mazda	12,448	5.90	12,905	6.49	−0.59	Mazda	67,596	6.42	62,695	6.44	−0.02
Subaru	11,506	5.45	11,842	5.96	−0.51	Subaru	58,085	5.51	57,317	5.88	−0.37
Volvo	6,127	3.85	7,737	3.89	−0.04	Volvo	40,494	3.84	41,333	4.24	−0.40
Mercedes	7,142	3.38	6,444	3.24	+0.19	Mercedes	35,752	3.39	33,297	3.42	−0.03
BMW	6,914	3.27	6,595	3.32	−0.05	BMW	33,336	3.16	28,430	2.92	+0.24
Audi	6,439	3.05	6,621	3.33	+0.28	Audi	29,097	2.76	27,976	2.87	−0.11
Others	23,784	11.27	18,906	9.51	+1.76	Others	123,769	11.75	100,383	10.30	+1.45
TOTAL	211,025		198,796			TOTAL	1,053,764		974,480		
Share of U.S. Total		23.14		22.44	+0.70	Share of U.S. Total		24.30		23.84	+0.46

1984 numbers for New York State and Oklahoma, and Oklahoma, 1985, from manufacturers' sales records.



Morris L-M gets Clenet

Clenet Coachworks has added Morris Lincoln-Mercury, Canton, O., to its dealer roster. Shown with an Asha Series III are Pete Bouldis, left, owner and general manager of the dealership, and Doh Keehen, Clenet sales manager at the dealership.

Sales in Japan trail year ago for 3rd month in row

TOKYO.—June sales of new cars, trucks and buses in Japan remained below their year-earlier level for the third consecutive month, according to the Japan Automobile Dealers Assn.

Sluggish June sales contributed to the decline in sales for the first half of 1985. The total was 2,045,969 units, which was 0.3 percent below the year-ago figure, according to JADA.

JADA said June sales reached 318,717 units, a dip of 1.4 percent from June a year ago. It cited the lingering effects of an increase in auto accident compensation insurance premiums in April as the reason for the lower sales.

Of the vehicle sales in the six-month period, cars accounted for 1,484,796 of the total, down 0.04 percent from a year ago, while trucks totaled 548,951, down 1.0 percent and buses totaled 12,222, up 6.3 percent.

The Japan Mini-Vehicle Assn. reported that sales of cars of 550 cc or less totaled 122,447 in June, a decline of 6.6 percent from the year-ago figure, while first-half sales jumped 3.8 percent to 765,784.

Wisconsin DOT issues study on seat-belt and air-bag use

MADISON, Wis.—The Wisconsin Department of Transportation has published a compilation of statistical data relating to the use of seat belts and air bags.

The study was undertaken to provide information for discussion of the mandatory safety-belt-use law currently being proposed in Wisconsin. The report does not present a policy position either in favor of or in opposition to a mandatory belt law, according to Robert St. Clair, the DOT policy analyst who developed the report.

The study covers a range of information from accident data to analysis of belt usage by age, sex and time of day, plus a cost/benefit comparison of mandatory laws, air bags and automatic belts.

The study found that safety belts, when properly used, provide the highest degree of protection at the lowest cost. But the report warned that the people most likely to be involved in crashes (drunk drivers, young people and those driving at night) often are not using seat belts now and probably would not use them, even with a mandatory use law.

Based on a sampling of accident reports, current seat-belt usage in the state is about 16 percent, the Wisconsin DOT said.

Seat belts are more likely to be worn by people under the age of 5 and least likely to be worn by those between the ages of 16 and 25—the age group which is most likely to be involved in accidents, the study found.

The report said that the cost of a mandatory seat-belt-use law would be small, but the benefits—measured in a reduction of injuries and deaths—would be worth between $408 million and $1.3 billion during the next 15 years.

Installation of air bags at current prices would cost Wisconsin auto buyers $920 million and save $364 million in reduced deaths and injuries from 1987-2000. Automatic belt systems would cost consumers $167 million and save $218 million during the same period, the study found.

The Wisconsin DOT said those calculations were based on the National Safety Council's estimate of the average cost of motor-vehicle injuries and deaths—$210,000 per death and $8,600 per injury.

Those figures were then applied to the reduction in deaths and injuries estimated by NHTSA for seat-belt users and the actual reductions in deaths and injuries in Canadian provinces that have mandatory seat-belt-use laws.

O'Gara, BancAmerica offer lease program for limos

By Michelle Krebs
Financial Editor

O'Gara Coachworks and BancAmerica Acceptance Corp. have teamed up to provide O'Gara dealers with a leasing program for limousine customers.

The 60-month lease guarantees that the vehicle's value when the lease term expires will be 23 percent of the suggested retail price when the lease was initiated, said Michael Haslam, president of BancAmerica. The lease is closed-end, meaning the limousine must be returned to the dealer.

Robert Johnson, vice president of marketing for O'Gara, said that as the company saw the demand for limousines rise, it also saw the need to provide its dealers with alternative financing programs.

O'Gara produces extended-wheelbase limousines based on Cadillac and Lincoln models. The company builds about 750 limousines a year.

At the same time, Haslam said BancAmerica has been expanding its automotive financing business. It now has six branches offering automotive financing services and will open four more this year.

The finance company also provides leasing and conventional retail financing to 1,100 automobile dealers in the U.S.

O'Gara and BancAmerica executives said they know of no other limousine leasing program.

The program is available to all 35 O'Gara dealers nationwide on 1985 models.

Ball joins MVMA

DETROIT.—Kevin M. Ball has been named legislative information associate in the State Relations Department of MVMA. Ball will coordinate and analyze legislative information on motor vehicle issues. He formerly was with a Detroit law firm.